



# DESIGNATIONS & CERTIFICATIONS

## Accredited Buyer Representative

**\$219** | 15-HOUR ELECTIVE CE  
**\$318** | ABR ELECTIVE PROGRAM | **SAVE \$20**

- Learn how to use the buyer representation agreement
- Understand retainer fees, hourly fees, transaction fees
- Earn confidence in your client-level services to your buyers
- NAR® Recognized Designation

### Choose an Elective for 23-Hour CE Program

- New Home Construction
- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Marketing Strategy and Lead Generation



### CHAMPIONSLIVE

Aug 2 - 3	Wed/Thu
Sep 8 - 9	Wed/Thu
Oct 6 - 7	Wed/Thu

Nov 3 - 4	Wed/Thu
Dec 1 - 2	Wed/Thu
Jan 5 - 6	Wed/Thu

Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
ABR: 39438	

For experience and application requirements go to [ChampionsSchool.com/real-estate/designations/abr/](http://ChampionsSchool.com/real-estate/designations/abr/)



## New-Home Construction and Buyer Representation: The Professional, Product, Process

**\$119** | 8-HOUR ELECTIVE CE | ABR ELECTIVE

- Gain an appreciation for the business of new homes from the perspective of the builder and sales representative
- Describe the role and responsibilities of the buyer's representative when the buyer client pursues new-home construction
- Explain how new homes are constructed from ground-breaking to walkthroughs, inspections, and closing

For experience and application requirements go to [www.ChampionsSchool.com/real-estate/designations/nhc/](http://www.ChampionsSchool.com/real-estate/designations/nhc/)



### CHAMPIONSLIVE

Jul 9	Fri
Aug 4	Fri
Sep 10	Fri
Oct 8	Fri
Nov 5	Fri
Dec 3	Fri
Jan 7	Fri

### Schedule

8:30 AM - 5:15 PM
NHC: 32072

## Military Relocation Professional

**\$119** | 8-HOUR ELECTIVE CE | ABR ELECTIVE

This course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the services that meet the needs of this niche market and win future referrals.



### Schedule

8:30 AM - 5:15 PM
MRP: 32625

### CHAMPIONSLIVE

Jul 16	Fri
Aug 13	Fri
Sep 17	Fri
Oct 15	Fri
Nov 12	Fri
Dec 10	Fri
Jan 14	Fri



For experience and application requirements go to [www.ChampionsSchool.com/real-estate/designations/mrp/](http://www.ChampionsSchool.com/real-estate/designations/mrp/)



# DESIGNATIONS & CERTIFICATIONS BUNDLED PROGRAMS

## We've Bundled Designations to Maximize Value

In addition to offering individual courses, Champions School of Real Estate has bundled multiple designations and certifications into programs to give you larger discounts and the ability to expand your real estate knowledge and specializations.

Legal Update I: 04-04-121-37796; Legal Update II: 04-04-121-37797; Contract Review: 03-00-102-40030

	CE Hours	Price
<b>10-Course Designation Program</b> • ABR, ALHS, CHMS, MRP, NHC, PSA, RENE, SRES, SRS and Success Through Business Etiquette	110	<del>\$1821</del> <b>\$1641</b> <i>SAVE \$180!</i>
<b>5-Course Designation Program</b> • CHMS, NHC, RENE, PSA, and ABR or SRS	47	<del>\$895</del> <b>\$820</b> <i>SAVE \$75!</i>
<b>3-Course Designation Program</b> • PSA, RENE, ABR or SRS	31	<del>\$557</del> <b>\$527</b> <i>SAVE \$30!</i>
<b>TREC Legal Update I &amp; Legal Update II Plus 3-Hour Contract Review</b>	11	<b>\$80</b>
<b>TREC Legal Update I &amp; Legal Update II</b>	8	<b>\$60</b>



## Pricing Strategies: Mastering the CMA

**\$119** | 8-HOUR ELECTIVE CE | ABR ELECTIVE

Designed for Real Estate professionals of all experience levels. Whether working with buyers or sellers, the National Association of REALTORS® Pricing Strategy Advisor (PSA) certification is designed to:

- Improve your skills in creating CMA's
- Pricing properties
- Understanding home values
- Working with appraisers

CHAMPIONSLIVE		Schedule
Jul 23	Fri	8:30 AM - 5:15 PM
Aug 20	Fri	PSA: 33058
Sep 24	Fri	
Oct 22	Fri	Dec 17 Fri
Nov 19	Fri	Jan 21 Fri



## Seller Representative Specialist

**\$219** | 15-HOUR ELECTIVE CE | ABR ELECTIVE

This course is designed to help agents reinvent how they work with sellers in today's market. By earning the SRS® designation, a REALTOR® has demonstrated that they possess the necessary knowledge to apply methods, tools, and techniques to provide support and services that sellers want. Agents will also be required to successfully complete one SRS elective course and proof of three completed transactions in which the agent acted solely as a sellers representative.

CHAMPIONSLIVE		Schedule
Jul 14 - 15	Wed/Thu	8:30 AM - 4:45 PM
Aug 11 - 12	Wed/Thu	SRS: 32071
Sep 15 - 16	Wed/Thu	
Oct 13 - 14	Wed/Thu	Dec 8 - 9 Wed/Thu
Nov 10 - 11	Wed/Thu	Jan 12 - 13 Wed/Thu



## Accredited Luxury Home Specialist

**\$269** | 10-HOUR ELECTIVE CE

Join the most elite agents in the country by specializing in working with affluent clients and the luxury home market. Increase your knowledge and hone your skills to attract upper-tier buyers and sellers by adding the ALHS designation!

- Luxury home market trends, needs and desires
- Presenting your services to luxury home buyers
- Servicing, marketing and showing the luxury home listing
- A one-year membership to the Luxury Home Council is included



CHAMPIONSLIVE	
Jul 15 - 16	Thu/Fri
Aug 11 - 12	Wed/Thu
Sep 15 - 16	Wed/Thu
Oct 12-13	Tue/Wed
Nov 17 - 18	Wed/Thu
Dec 15 - 16	Wed/Thu
Jan 26 - 27	Wed/Thu

For experience and application requirements go to [www.ChampionsSchool.com/real-estate/designations/alhs](http://www.ChampionsSchool.com/real-estate/designations/alhs)

Day 1 and 2 Schedule
8:30 AM - 4:45 PM
ALHS: 38433

## Certified Home Marketing Specialist

**\$219** | 8-HOUR ELECTIVE CE

Created by Martha Webb, author and producer of Dress Your House for Success, this course incorporates staging concepts and strategic marketing designed to create an increased level of real estate expertise—from dialogue that motivates sellers to ads and photos that motivate buyers.

- Address difficult issues like clutter, cleanliness, odors, pets
- No and low-cost staging techniques with big impact
- Color and buyer appeal
- Effective ads and improve photos that sell



CHAMPIONSLIVE	
Jul 23	Fri
Aug 26	Thu
Sep 23	Thu
Oct 28	Thu
Dec 2	Thu
Jan 6	Thu

Schedule
8:30 AM - 5:15 PM
CHMS: 39452





# DESIGNATIONS & CERTIFICATIONS

## Marketing Strategy and Lead Generation

**\$119** | 8-HOUR ELECTIVE CE | ABR ELECTIVE



This one-day course explores both traditional and cutting edge strategies to strengthen the real estate professional's marketing efforts and take them to the next level. The course also examines various tools and technologies available to maximize lead generation and market impact.

The Marketing Strategy and Lead Generation Course counts as one REBAC elective course to be applied towards the ABR® Designation.

### Course Goals:

- Understand and demonstrate your value to today's buyer
- Acquire the skills and resources to succeed as a buyer's agent in a dynamic real estate market
- Help buyers find the right property at the right terms and price in both buyer's and seller's markets

### CHAMPIONSLIVE

Jul 30	Fri
Aug 27	Fri
Oct 1	Fri
Nov 24	Wed
Jan 28	Fri

### Day 1 Schedule

8:30 AM - 5:15 PM

MS&LG: 38540



## Real Estate Negotiation Expert

**\$219** | 15-HOUR ELECTIVE CE

In this NAR® Certification, agents will improve their negotiating skills and learn about behind-the-scenes issues and how to deal with them. Also learn how to handle a wide range of personalities and situations and how to sort out the competing objectives of the parties involved in a transaction.



### Day 1 and 2 Schedule

8:30 AM - 4:45 PM

RENE: 32213

### CHAMPIONSLIVE

Jul 21 - 22	Wed/Thu
Aug 18 - 19	Wed/Thu
Sep 22 - 23	Wed/Thu
Oct 20 - 21	Wed/Thu
Nov 17 - 18	Wed/Thu
Dec 15 - 16	Wed/Thu
Jan 19 - 20	Wed/Thu



## Seniors Real Estate Specialist

**\$219** | 15-HOUR ELECTIVE CE

By earning the SRES® Designation, a REALTOR® has demonstrated necessary expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing or selling the family home.



### Day 1 and 2 Schedule

8:30 AM - 4:45 PM

SRES: 31836

### CHAMPIONSLIVE

Jul 28 - 29	Wed/Thu
Aug 25 - 26	Wed/Thu
Sep 29 - 30	Wed/Thu
Oct 27 - 28	Wed/Thu
Nov 22 - 23	Wed/Thu
Dec 27 - 28	Wed/Thu
Jan 24 - 25	Mon/Tue



## NEW! Real Estate Professional Assistant Certificate

**\$219** | 2-DAY COURSE



The 2-day Real Estate Professional Assistant Certificate course is designed to sharpen current professional assistants' skills or jumpstart an aspiring assistant's career. With the skills learned in this course, students will have the ability and know-how to become an irreplaceable part of an agent's business plan or team and help manage risk.

### CHAMPIONSLIVE

Dec 2 - 3	Thu/Fri
Jan 26 - 27	Wed/Thu

### Day 1 and 2 Schedule

8:30 AM - 4:45 PM

REPA: 41902