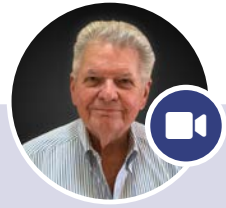




18-HOUR CE PROGRAM

CHANGES, CHALLENGES, AND OPPORTUNITIES



MEET ALLAN HANCOCK

Our esteemed instructor with nearly 40 years of instructional experience at Champions School of Real Estate. With a wealth of expertise in various areas, he has been instrumental in teaching a wide range of continuing and qualifying education courses across Texas!

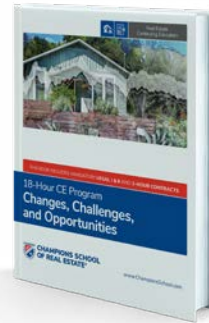
CHAMPIONSLIVE WITH ALLAN HANCOCK

New for 2026: Interest Rate Analysis & Short-Term Rental Fundamentals

Stay current and competitive with this multi-faceted CE program. This two-day class offers a detailed examination of the mechanics behind interest rates, how they are established, and current financial market trends. Additionally, three hours are dedicated to a strategic overview of the short-term rental market, covering how to leverage the popularity of vacation rentals to expand your business opportunities and better serve investor clients.

Key Objectives:

- Understand the variables that influence mortgage interest rates.
- Review current rate trends and forecasts.
- Identify the risks and rewards of the short-term rental business model.
- Emerging technologies and their impact on the real estate industry.
- Data management and data theft protection.
- Learn best practices for representing buyers interested in short-term rental investments.



AUSTIN

Jan 22 - 23	Thu/Fri
Feb 19 - 20	Thu/Fri
Mar 19 - 20	Thu/Fri
Apr 14 - 15	Tue/Wed
May 12 - 13	Tue/Wed
Jun 16 - 17	Tue/Wed
Jul 14 - 15	Tue/Wed

DALLAS

Jan 22 - 23	Thu/Fri
Feb 19 - 20	Thu/Fri
Mar 26 - 27	Thu/Fri
Apr 23-24	Thu/Fri
May 21-22	Thu/Fri
Jun 25-26	Thu/Fri
Jul 23-24	Thu/Fri

HOUSTON GALLERIA

Jan 19 - 20	Mon/Tue
Feb 16 - 17	Mon/Tue
Mar 12 - 13	Thu/Fri
Apr 20 - 21	Mon/Tue
May 14 - 15	Thu/Fri
Jun 18 - 19	Thu/Fri
Jul 16 - 17	Thu/Fri

FORT WORTH

Jan 8 - 9	Thu/Fri
Feb 12 - 13	Thu/Fri
Mar 12 - 13	Thu/Fri

HOUSTON NORTH

Jan 8 - 9	Thu/Fri
Feb 12 - 13	Thu/Fri
Mar 5 - 6	Thu/Fri
Apr 9 - 10	Thu/Fri
May 7 - 8	Thu/Fri
Jun 8 - 9	Mon/Tue
Jul 9 - 10	Thu/Fri

SAN ANTONIO

Feb 19 - 20	Thu/Fri
Apr 23 - 24	Thu/Fri
Jun 18 - 19	Thu/Fri

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 10060-RENE
1:30 PM - 5:30 PM	Legal Update II 10061-RENE
5:30 PM - 7:30 PM	Technology Update 09812-RECE

Day 2 Schedule	
8:30 AM - 11:30 AM	Contract Review 09748-RECE
12:30 PM - 2:30 PM	Buying Power; Interest Rates Exposed 09745-RECE
2:30 PM - 5:30 PM	Opportunities with Short-Term Rentals 09830-RECE



CONTACT A CAREER COUNSELOR

Austin Campus 512-244-3545	ChampionsLive 713-580-4946	Dallas 972-867-4100	Houston Galleria 713-629-4543	Houston North 281-893-4484	Online 512-246-2773	San Antonio 210-349-7600
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18-HOUR CE PROGRAM TEXAS COMPLETE WITH BROKER RESPONSIBILITY

\$119

TAKE IN PERSON OR IN THE CHAMPIONSLIVE VIRTUAL CLASSROOM

The Broker Responsibility course included in this program is required by TREC for all licensed brokers as well as agents applying for broker license as of 2026.

LEARN ABOUT

- Rules regarding teams, supervisors, and broker associates
- Meeting competency and training requirements for agents
- Policy and procedure requirements for brokerages
- TREC advertising rules, enforcement, and complaints
- Includes mandatory Legal I & II and 3-Hour Contract Review

DALLAS	
Jan 22 - 23	Thu/Fri
Feb 19 - 20	Thu/Fri
Mar 26 - 27	Thu/Fri
Apr 23-24	Thu/Fri
May 21-22	Thu/Fri
Jun 25-26	Thu/Fri
Jul 23-24	Thu/Fri

HOUSTON NORTH	
Jan 22 - 23	Thu/Fri
Feb 26 - 27	Thu/Fri
Mar 26 - 27	Thu/Fri
Apr 23 - 24	Thu/Fri
May 28 - 29	Thu/Fri
Jun 25 - 26	Thu/Fri
Jul 23 - 24	Thu/Fri

FORT WORTH	
Jan 8 - 9	Thu/Fri
Feb 12 - 13	Thu/Fri
Mar 12 - 13	Thu/Fri

SAN ANTONIO	
Jan 22 - 23	Thu/Fri
Mar 26 - 27	Thu/Fri
May 21 - 22	Thu/Fri
Jul 16 - 17	Thu/Fri

HOUSTON GALLERIA	
Jan 10 - 11	Sat/Sun
Feb 9 - 10	Mon/Tue
Mar 23 - 24	Mon/Tue
Apr 15 - 16	Wed/Thu
May 20 - 21	Wed/Thu
Jun 24 - 25	Wed/Thu
Jul 25 - 26	Sat/Sun

CHAMPIONSLIVE	
Jan 19 - 20	Mon/Tue
Feb 16 - 17	Mon/Tue
Mar 9 - 10	Mon/Tue
Apr 20 - 21	Mon/Tue
May 26 - 27	Tue/Wed
Jun 8 - 9	Mon/Tue
Jul 13 - 14	Mon/Tue

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 10060-RENE
1:30 PM - 5:30 PM	Legal Update II 10061-RENE
5:30 PM - 6:30 PM	Technology in Real Estate 09773-RECE

Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 09748-RECE
12:30 PM - 6:30 PM	Broker Responsibility (2025-2026) 02363-RENE



18-HOUR CE PROGRAM SELECTED TOPICS IN COMMERCIAL REAL ESTATE

\$119

Hoping to learn more about the competitive yet lucrative world of commercial real estate? This program is a great starting point for those trying to break into the field and a great refresher for experienced commercial agents. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Office, industrial, hospitality, and retail properties
- Prospecting and growing a client base
- Technology in marketing and data management trends
- Leasing practices and procedures
- Commercial transaction procedure, from contract to closing
- Investing in commercial real estate
- Includes mandatory Legal I & II and 3-Hour Contract Review

COMMERCIAL REAL ESTATE CHAMPIONSLIVE	
Jan 12 & 14	Mon/Wed
Feb 9 & 11	Mon/Wed
Mar 9 & 11	Mon/Wed
Apr 13 & 15	Mon/Wed
May 11 & 13	Mon/Wed
Jun 15 & 17	Mon/Wed
Jul 20 & 22	Mon/Wed

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 10060-RENE
1:30 PM - 5:30 PM	Legal Update II 10061-RENE
Day 2 Schedule	
8:30 AM - 4:30 PM	Selected Topics in Commercial Real Estate 09767-RECE
4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 09748-RECE





18-HOUR CE PROGRAM SELECTED TOPICS IN FARM AND RANCH REAL ESTATE

\$119

Dig deep into farm and ranch real estate and learn how to succeed in this niche industry. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Exclusive right-to-sell listing agreements
- Farm and ranch contracts
- Fiduciary duties and responsibilities
- USDA loans and policies
- Mineral rights, wind rights, and water rights
- Environmental concerns and endangered species
- Includes mandatory Legal I & II and 3-Hour Contract Review



FARM AND RANCH CHAMPIONSLIVE	
Jan 5 & 7	Mon/Wed
Feb 2 & 4	Mon/Wed
Mar 2 & 4	Mon/Wed
Apr 6 & 8	Mon/Wed
May 4 & 6	Mon/Wed
Jun 1 & 3	Mon/Wed
Jul 6 & 8	Mon/Wed

AUSTIN	
Mar 19 - 20	Thu/Fri
Sep 17 - 18	Thu/Fri

FORT WORTH	
Mar 12 - 13	Thu/Fri

SAN ANTONIO	
Mar 26 - 27	Thu/Fri
Jul 16 - 17	Thu/Fri

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 10060-RENE
1:30 PM - 5:30 PM	Legal Update II 10061-RENE
Day 2 Schedule	
8:30 AM - 4:30 PM	Selected Topics in Farm and Ranch Real Estate 09769-RECE
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 09748-RECE

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 10060-RENE
1:30 PM - 5:30 PM	Legal Update II 10061-RENE
Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: 3-Hours Contract Review 09748-RECE
12:30 PM - 7:30 PM	Selected Topics in Farm and Ranch Real Estate 09769-RECE

18-HOUR CE PROGRAM SELECTED TOPICS IN PROPERTY MANAGEMENT

\$119

Take your knowledge of property management to the next level and learn how to handle any tenant or owner issue. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Working with property owners
- Setting rental rates
- Property maintenance and security
- Handling emergencies
- Marketing properties and filling vacancies
- Residential and commercial leasing
- Insurance and legal matters
- Contracts and management agreements
- Includes mandatory Legal I & II and 3-Hour Contract Review



PROPERTY MANAGEMENT CHAMPIONSLIVE	
Jan 19 & 21	Mon/Wed
Feb 16 & 18	Mon/Wed
Mar 16 & 18	Mon/Wed
Apr 27 & 29	Mon/Wed
May 18 & 20	Mon/Wed
Jun 22 & 24	Mon/Wed
Jul 27 & 29	Mon/Wed

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 10060-RENE
1:30 PM - 5:30 PM	Legal Update II 10061-RENE
Day 2 Schedule	
8:30 AM - 4:30 PM	Selected Topics in Property Management 09771-RECE
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 09748-RECE



SCAN THE QR CODE
TO ENROLL TODAY





REAL ESTATE CE	DELIVERY	COURSE #	HOURS	PRICE
Farm and Ranch Real Estate	🖥️	09815-RECE	10	\$100
Commercial Real Estate	🖥️	09795-RECE	10	\$100
Prospering with Trends and Strategies	🖥️	09741-RECE	10	\$100
Risk Reduction Assessment	🖥️	09732-RECE	10	\$100
The 3 T's to Success: Tools, Trends & Technology	🖥️	09731-RECE	10	\$100
Property Management	🖥️	09810-RECE	10	\$100
Prospering In The Hot Texas Market	🖥️	09736-RECE	10	\$100
Ownership Variations and Valuations	🖥️📺	09753-RECE	7	\$70
Selected Topics in Commercial Real Estate	🖥️📺	09767-RECE	7	\$70
Selected Topics in Farm and Ranch	🖥️📺	09769-RECE	7	\$70
Selected Topics in Property Management	🖥️📺	09771-RECE	7	\$70
Broker Responsibility Course (2025-2026)	📺📺📺📺	02363-RENE	6	\$60
Eye on Real Estate: Trends and Disruptors	🖥️📺	09765-RECE	5	\$50
Success Strategies	🖥️	09811-RECE	4	\$40
Texas Common Legal Issues in Real Estate	🖥️📺	09778-RECE	4	\$40
Legal Update I (2026-2027)	📺📺📺📺	10060-RENE	4	\$40
Legal Update II (2026-2027)	📺📺📺📺	10061-RENE	4	\$40
Emotional Intelligence in Real Estate	📺📺	09792-RECE	3	\$30
Essential Topics: 3-Hour Contract Review	📺📺📺	09748-RECE	3	\$30
Real Estate Market Movers	📺📺📺	09790-RECE	3	\$30
NEW! Opportunities with Short-Term Rentals	📺📺📺	09830-RECE	3	\$30
Beyond the Verdict: The NAR Settlement Explained	📺📺📺	09789-RECE	2	\$20
NEW! Buying Power: Interest Rates Exposed	🖥️	09745-RECE	2	\$20
Easy Steps for Using the Buyer's Representation Agreement	🖥️	09814-RECE	2	\$20
Flood Red Flags	🖥️	09823-RECE	2	\$20
How to Prepare Your Personal Business Plan	🖥️	09791-RECE	2	\$20
Know Your Landlord and Tenant Rights	📺📺	09798-RECE	2	\$20
Polish and Professionalism in Real Estate	🖥️	09729-RECE	2	\$20
Property Tax Remedies	🖥️	09825-RECE	2	\$20
Introduction to Artificial Intelligence	🖥️	09781-RECE	2	\$20
Real Estate Investing	🖥️	09827-RECE	2	\$20
Real Estate Disruptors	🖥️	09821-RECE	2	\$20
Real Estate Trends	🖥️	09819-RECE	2	\$20
Selling to Different Generations	🖥️	09733-RECE	2	\$20
Success with Short Term Rentals: Vacancy to Value	🖥️	09776-RECE	2	\$20
Technology Update	📺📺📺	09812-RECE	2	\$20
The Truth-In-Lending Disclosures	🖥️	09820-RECE	2	\$20

REAL ESTATE CE	DELIVERY	COURSE #	HOURS	PRICE
Writing and Understanding a Policies and Procedures Manual	🖥️	09742-RECE	2	\$20
Avoiding Costly Fair Housing Mistakes	🖥️	09787-RECE	1	\$10
Positively Outstanding Client Service	🖥️	09739-RECE	1	\$10
Technology in Real Estate	📺📺📺	09773-RECE	1	\$10
DESIGNATIONS AND CERTIFICATIONS	DELIVERY	COURSE #	CE HOURS	PRICE
Accredited Buyer's Representative	📺	09785-RECE	15	\$250
Real Estate Professional Assistant	📺	09799-RECE	15	\$250
Real Estate Negotiation Expert	📺	09775-RECE	15	\$250
Seller Representative Specialist	📺	09730-RECE	15	\$250
Seniors Real Estate Specialist	📺	09747-RECE	15	\$250
Accredited Luxury Home Specialist	📺	09832-RECE	10	\$289
Certified Home Marketing Specialist	📺	09738-RECE	8	\$239
CIPS: The Americas and Int. Real Estate	📺	09758-RECE	8	\$145
CIPS: Asia-Pacific and Int. Real Estate	📺	09760-RECE	8	\$145
CIPS: Europe and Int. Real Estate	📺	09759-RECE	8	\$145
CIPS: Africa and Int. Real Estate	📺	09809-RECE	8	\$145
CIPS: Global Real Estate: Local Markets	📺	09756-RECE	8	\$145
CIPS: Global Real Estate: Transaction Tools	📺	09757-RECE	8	\$145
Home Finance Resource	📺	09744-RECE	8	\$139
Marketing Strategy & Lead Generation	📺	09818-RECE	8	\$139
Military Relocation Professional	📺	09813-RECE	8	\$139
New Home Construction	📺	09805-RECE	8	\$139
Pricing Strategies: Mastering the CMA	📺	09800-RECE	8	\$139

NEW! 18-HOUR ONLINE INTERACTIVE™ CE PROGRAM

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

Modules include:

- Informative videos to promote understanding
- Engaging activities for experiential learning
- Automatic progress-saving during lessons
- Instant feedback on quizzes and assessments
- Course accessibility 24/7, 365 days a year



AVAILABLE NOW! CHANGES, CHALLENGES, AND OPPORTUNITIES

- Legal Update I & II (8 Hours)
- Technology Update (2 Hours)
- Essential Topics: Contract Review (3 Hours)
- 2-Hour Buying Power: Interest Rates Exposed
- 3-Hour Opportunities with Short-Term Rentals

