



2026 January CLASSES

**JAN
7**

Online

CTM eContracts Intermediate Class

9:30AM - 11:30AM

Cost: \$20 for CE Credit
Credits: 2 CE Credit
Instructor: CTMe

Where: ONLINE

RSVP:

<https://mrisoftware.skilljar.com/ctm-econtracts-intermediate-webinar-1>

Description:

- Using time management tools on the main and detailed dashboards. - Generating reports for quarterly taxes and tracking marketing strategies. - Creating and using parent contract templates. - Creating transactions using quick start. - Completing eContracts and closing MLS info sheets. - Finding and using HOA, attorney, appraiser, and title databases. - Using the Save Time property search feature. - How the integration works for buyer and listing agents. - Recreating and adding buyers' names to disclosures. - Managing multiple offers by creating sub-folders. - Printing PDFs. - Adding signature fields to PDFs using SMART Signature Technology. - Creating ZIP files of all docs for compliance. - Updating transaction statuses.

**JAN
13**

COs

MASTERING THE HUD SALES PROCESS

10:00AM - 12:00PM

Cost: \$10
Credits: 0 CE Credits
Instructor: Terrie Elwood
Quest Real Estate Partners
Sponsor: Hans Fetterhoff
Broker House Mortgage

Where: Core Title Group
101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/mastering-the-hud-sales-process-i-downtown-i-sponsored-tickets-1977620549299?aff=oddtcreator>

Description:

Ins and Outs of the HUD Sales process

**JAN
14**

COs

FRAUD CLASS

11:00AM - 12:00PM

Cost: \$10
Credits: 1 CE Credit
Instructor: Janet Sosnowski
ET Investments LLC

Where: Core Title Group
101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/fraud-class-1-ce-i-downtown-tickets-1977621394828?aff=oddtcreator>

Description:

An update on Cyber Fraud and how to team up in order to protect the consumer when involved in a real estate transaction

Angie Cooper

University Director/Sales/Marketing



(D) 719.418.7344 | (O) 719.219.8500
ACooper@CoreTitleGroupLLC.com
CoreTitleGroupLLC.com

QUESTIONS OR CLASS REQUESTS/SUGGESTIONS?

WE WOULD LOVE TO HEAR YOUR THOUGHTS! SEND US AN EMAIL AND WE WILL WORK OUR HARDEST TO GET THE CLASSES YOU WANT!

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COS

2026 ANNUAL COMMISSION UPDATE CLASS

9:00AM - 1:00PM

Cost: \$45

Credits: 4 CE Credits

Instructor: Mark Hubert

My Front Range Living

Sponsor: Kelly & Heather

TransACTIONal

Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/2026-acu-class-4-ce-i-downtown-i-sponsored-tickets-1977622023709?aff=oddtcreator>

Description:

The 2026 Annual Commission Update (ACU) course is available for real estate agents. This 4-hour mandatory course is necessary in order to maintain your license status.

LUNCH & LEARN - DOUBLE CLASS DAY!

TODAY'S REVERSE MORTGAGE FOR PURCHASE 101 (LIFESTYLE HOME LOAN)

11:00AM - 12:00PM

Cost: \$10 FOR BOTH

Credits: 1 CE Credit

Instructor: Nathan Johnson

Mutual of Omaha Reverse Mortgage

Sponsor: Tim & Bronson

719 Lending

Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/lunch-learn-reverse-mortgage-classes-2-ce-i-downtown-tickets-1977632442873?aff=oddtcreator>

Description:

To understand the basics of Today's Reverse Mortgage for Purchase (Lifestyle Home Loan), how focusing on Peak 65 can help grow your business, and how the program can help mature homeowners buy the home they want and save the money they need to better fit their lifestyle.

***12:00PM - 12:30PM - LUNCH WILL BE PROVIDED**

TODAY'S REVERSE MORTGAGE 101 (TRADITIONAL HECM)

12:30PM - 1:30PM

Credits: 1 CE Credit

Description:

To understand the basics of Today's Reverse Mortgage, how it can be used to help mature homeowners remain in their home, age in place, and safely access home equity to retire more freely.



COS

SMART REAL ESTATE INVESTMENTS - Techniques for Identifying Winning Properties

10:00AM - 11:30AM

Cost: \$10

Credits: 1 CE Credit

Instructor: Rich Arzaga, The

Real Estate Whisperer® Financial Planning

Where: Core Title Group

1320 Fortino Blvd Ste A

Pueblo, CO 81008

RSVP: <https://www.eventbrite.com/e/smart-real-estate-investments-techniques-for-identifying-winning-prop-tickets-1977632816992?aff=oddtcreator>

Description:

This program is designed for real estate brokers, agents, and affiliates who support clients in making real estate investment decisions. The session will explore the essential tools and techniques to identify and select properties that enhance portfolio performance. Participants will gain insights into the suitability of investment real estate, the principles of investing in this difficult-to-master asset class, and the importance of measuring an investment property's potential performance and contribution to a client's financial goals. The session will also explore common advice gaps in real estate portfolio management and how to bridge them, ultimately leading to more informed and effective client outcomes. Through practical examples, case studies, and visual aids, attendees will leave with actionable strategies to help their clients build and maintain successful real estate portfolios.

This program is designed to engage the audience, address common challenges, and equip professional advisors with tangible strategies they can apply immediately in their practice.

Pueblo



COS

MINDSET OVER MARKET: The High-Vibe Reset for Female Entrepreneurs Who Are Ready to Own Their Power, Their Mindset, and Their Results

1:30PM - 2:30PM

Cost: \$10

Credits: 0 CE Credits

Instructor: Sara Entzel

She's the Strategy

Sponsor: Mary Greenwood

NFM Lending

Description:

If you've been feeling stuck, drained, second-guessing yourself, or letting the market dictate your mood, your income, or your confidence – this workshop is your wake-up call, babe. This isn't about interest rates, inventory, or waiting for "things to get better." This is about YOU reclaiming the energy, clarity, and personal power that actually grows your real estate business... even in the messiest seasons.

Inside this hands-on, soul-aligned workshop, you'll learn how to:

- Shift from reactive to intentional – so you stop being pushed around by the market and start showing up as the CEO.
- Break the mindset patterns that are keeping you overwhelmed, inconsistent, or invisible.
- Own your role in your success with radical accountability that feels empowering, not heavy.
- Rewire your beliefs using the Mindset Over Market framework to step into your most aligned, magnetic self.
- Create aligned goals and daily commitments that you actually follow through on – because the vibe is "results," not "wishing."

Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/mindset-over-market-the-high-vibe-reset-for-female-entrepreneurs-tickets-1977633167039?aff=oddtcreator>



COS

UNDERSTANDING SELLER FINANCING

10:00AM - 11:00AM

Cost: \$10

Credits: 1 CE Credit

Instructor: Lisa Hernandez

Bear Creek Mortgage Corp.

Description:

Real Estate Professionals will gain knowledge of seller financing (also called Owner Carry): how it is structured, the necessary paperwork involved and the do's and don'ts as a realtor and what is allowed by both the State and the Government. A great tool for your toolbox! You will earn 1 hour of CE Credit.

Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/understanding-seller-financing-1-ce-i-downtown-tickets-1977634651479?aff=oddtcreator>



Woodland Park

ESTATE PLANNING

1:00PM - 3:00PM

Cost: \$10

Credits: 0 CE Credit

Instructor: Damen Ganze

Mason Law & Planning Group

Description:

Uncover the intricacies of estate planning and learn strategies to bypass probate and its associated challenges. Planning to protect in the event of incapacitation. What happens if you or your spouse becomes incapacitated? What steps will you take to safeguard your wealth and legacy? Have you put plans in place for your business?

Where: Core Title Group

18401 Highway 24 East, Suite #114

Woodland Park, CO 80863

RSVP: <https://www.eventbrite.com/e/estate-planning-class-i-woodland-park-tickets-1977633998526?aff=oddtcreator>



Online

The Ugly Truth Not The Pretty Lies, Behind The Scenes of the Mortgage World

10:00AM - 1:00PM

Cost: FREE

Credits: 3 CE Credit

Instructor: Todd Pazol, Pazol Mortgage

Description:

From A to Z on how it really works so you can educate your clients better when talking with a lender.

Where: ONLINE

RSVP:

<https://us02web.zoom.us/join/3WEKnKlaTECSNsAh77HAqg#/registration>