



2026 November CLASSES

NOV
4

Woodland
Park

Deal Saver: Inspection Edition

10:00AM – 12:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Jessica & Ethan Martinez
Arrow Home Inspections

Where: Core Title Group
18401 Highway 24 East, Suite #114
Woodland Park, CO 80863

RSVP: <https://www.eventbrite.com/e/deal-saver-inspection-edition-i-woodland-park-tickets-1999421582777?aff=oddttdtcreator>

Description:

This course helps real estate professionals navigate one of the most emotional and deal-threatening stages of the transaction: the home inspection. Learn practical communication strategies, emotional intelligence techniques, negotiation best practices, important code changes, evolving industry standards, and emerging inspection trends.

NOV
4

Canon City

Mastering Short Sales: From Chaos to Closing

10:00AM – 12:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Becky Wallen
Core Title Group

Sponsor: Debbie Betts
The Mortgage Company

Where: Royal Gorge Association of REALTORS®
611 Greenwood Ave.
Canon City, CO 81212

RSVP: <https://www.eventbrite.com/e/mastering-short-sales-from-chaos-to-closing-2-ce-i-canon-city-tickets-1982697851647?aff=oddttdtcreator>

Description:

Clients in financial distress need an agent who can guide them through one of the toughest transactions they'll ever face. This CE-certified short sale class equips you with the knowledge, resources, and confidence to be that agent. Learn real-world strategies, risk management tips, and insider scripts that help protect your clients, speed up approvals, and close with less stress.

NOV
5

COS

HomeLight's Buy Before You Sell Program

10:30AM – 11:30AM

Cost: FREE

Credits: 0 CE Credits

Instructor: Heidi Gravert
Abundant Mortgage Lending Inc.

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

RSVP: <https://www.eventbrite.com/e/homelights-buy-before-you-sell-program-i-downtown-tickets-1999421851581?aff=oddttdtcreator>

Description:

Turn one client into two closings and eliminate the home-sale contingency. Learn how HomeLight's Buy Before You Sell™ program helps move-up buyers purchase their next home before selling their current one, allowing agents to create stronger offers and smoother transactions.



Online

Severed Mineral Rights and Mineral Estates

1:00PM - 2:00PM

Cost: FREE

Credits: 1 CE Credit

Instructor: Kevin Sloan
WESTCOR Land Title Insurance

Where: Online

RSVP: <https://register.gotowebinar.com/register/4560870347327750744>

Description:

This class looks at mineral interests, mining claims, severed mineral interests, and fracking. The course is approved for one hour of Colorado Real Estate Continuing Education credit.



Online

Virtual AI Staging with ChatGPT

10:30AM - 12:00PM

Cost: FREE

Credits: 0 CE Credits

Instructor: Tim Park, Park AI Labs

Where: Online

RSVP: <https://us02web.zoom.us/join/register/tOaLkR1Tg6vpX-3z435Ehw#/registration>

Description:

Learn how to stage vacant or dated listings using ChatGPT Image2 and AI image tools. Agents will learn to generate photorealistic staged rooms, swap finishes, and produce listing visuals in minutes rather than hours.



COS

VA Basic Training

1:00PM - 3:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Ryan Jahnke, 719 Lending

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

RSVP: <https://www.eventbrite.com/e/va-basic-training-2-ce-i-down-town-tickets-1999421983977?aff=oddtcreator>

Description:

A comprehensive introduction to VA home loans, including eligibility, benefits, and how REALTORS® can better serve our nation's veterans.



Pueblo

Self-Employed Buyers: How They Qualify and How Agents Can Help Them Prepare to Buy

10:00AM - 11:00AM

Cost: FREE

Credits: 1 CE Credit

Instructor: Michaela Petti &
Alisha Baty, The Mortgage Lady

Where: Core Title Group
1320 Fortino Blvd., Suite A
Pueblo, CO 81008

RSVP: <https://www.eventbrite.com/e/self-employed-buyers-how-they-qualify-and-how-agents-can-help-them-pre-tickets-1999422269832?aff=oddtcreator>

Description:

Self-employed buyers are often strong candidates who just need more runway. This class explains how income is calculated from tax returns, what write-offs hurt qualifying, and how agents can set timelines that actually work. Covers 1099 earners, S-corps, sole proprietors, and lender documentation requirements.



COS

LUNCH & LEARN: Ethics Class

11:00AM – 3:30PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTORS®
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/lunch-learn-ethics-class-4-ce-i-downtown-tickets-1999422650972?aff=oddtcreator>

Description:

Understand the REALTOR® Code of Ethics, including practical application of its Articles through real-life examples. This class provides four hours of elective credit for Colorado licensure.



COS

LUNCH & LEARN: Reverse Mortgage Classes

11:00AM – 1:30PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Nathan Johnson
Mutual of Omaha Reverse Mortgage

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-reverse-mortgage-class-es-2-ce-i-downtown-tickets-199943885530?aff=oddtcreator>

Schedule:

11:00 AM-12:00 PM – Today's Reverse Mortgage for Purchase 101 (Lifestyle Home Loan) – 1 CE

12:00-12:30 PM – FREE Lunch

12:30-1:30 PM – Today's Reverse Mortgage 101 (Traditional HECM) – 1 CE

Description:

Learn how today's reverse mortgage options can help mature homeowners purchase the home they want, safely access home equity, age in place, and better fit their retirement lifestyle.



COS

Harnessing AI for Real Estate Professionals

2:00PM – 3:30PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Jonathan Liebert
BBB of Southern Colorado
Sponsor: Mary Greenwood
NFM Lending

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

RSVP: <https://www.eventbrite.com/e/harnessing-ai-for-small-business-i-downtown-tickets-1999440078097?aff=oddtcreator>

Description:

Discover how real estate professionals can practically use AI tools like ChatGPT and other leading platforms to work smarter and grow their business. Through real-world examples and live demonstrations, attendees will learn how AI can streamline tasks, improve client communication, assist with market research and social media content, and increase productivity.



COS

Cash to Close: Gift Funds, Down Payment Assistance, Grants, Assets, and Paper Trail Issues

10:00AM – 11:00AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Michaela Petti &
Alisha Baty, The Mortgage Lady

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

RSVP: <https://www.eventbrite.com/e/cash-to-close-gift-funds-down-payment-assistance-grants-assets-and-tickets-1999440846395?aff=oddtcreator>

Description:

One of the most common reasons loans fall apart is a problem with the source of funds. This class walks agents through gift documentation requirements, DPA programs available in Colorado, large deposit rules, and what underwriters are really looking for when reviewing a buyer's bank statements.



COS

Fair Housing Class

12:00PM – 2:00PM

Cost: \$20

Credits: 2 CE Credits

Instructor: Doug Barber

The Rawhide Company, REALTORS®

Sponsor: Mary Katungu

NEXA Lending



Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903



RSVP: <https://www.eventbrite.com/e/fair-housing-class-2-ce-i-downtown-tickets-1999441538465?aff=oddtcreator>

Description:

NAR requires two hours of fair housing training during each three-year cycle. This class qualifies for both CE and NAR credit and covers the history of fair housing along with practical do's and don'ts for real estate professionals.



Woodland
Park

How Divorce Affects Lending and What Agents Need to Watch For

1:00PM – 2:00 PM

Cost: FREE

Credits: 1 CE Credit

Instructor: Michaela Petti &

Alisha Baty, The Mortgage Lady



Where: Core Title Group

18401 Highway 24 East, Suite #114

Woodland Park, CO 80863



RSVP: <https://www.eventbrite.com/e/how-divorce-affects-lending-and-what-agents-need-to-watch-for-1-ce-tickets-1999442109172?aff=oddtcreator>

Description:

Divorce transactions come with unique complexities—from who can be on a loan to how support income is counted, how the decree affects credit, and what happens when one party needs to buy out the other. This class helps agents navigate sensitive situations while protecting themselves and their clients from avoidable delays.



Online

Survey Issues for Colorado Brokers

9:00AM – 11:00AM

Cost: \$20

Credits: 2 CE Credits

Instructor: Doug Barber

The Rawhide Company, REALTORS®



Where: Online



RSVP: <https://us02web.zoom.us/join/67yAVljwR42qw-HZD-75kNg>

Description:

This class helps brokers understand what a survey is, how surveys are completed, and why brokers should recommend them to buyers. Topics include ILCs, different types of surveys, boundary dispute issues, legal descriptions, and more.

Students must attend the entire course, other than designated group break time, as an active and attentive participant in order to get CE credit. Providers are not allowed to grant partial credit or waive the requirements for CE.

Angie Cooper

University Director/Sales/Marketing



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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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