



# 2026 *May* CLASSES

## LUNCH & LEARN

### THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

MAY  
5

11:00AM - 1:00PM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Ian Karcher  
Jack's Roofing Company

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-the-relationship-between-the-realtor-and-the-roofer-1-ce-tickets-1982373387165?aff=oddtcreator>

**Description:**

How to best situate yourself as a realtor to not have unexpected roofing issues with closings/ new innovative, alternative to roof replacement aka Regranulation.

**\*LUNCH WILL BE PROVIDED**

COS

### MASTERING THE HUD SALES PROCESS

MAY  
6

10:00AM - 12:00PM

**Cost:** FREE  
**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-1982374143427?aff=oddtcreator>

**Description:**

Ins and Outs of the HUD Sales process

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### MORTGAGES 101 FOR NEW AGENTS

MAY  
6

1:00PM - 2:00PM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Mary Greenwood  
NFM Lending  
**Sponsor:** Mary Greenwood  
NFM Lending

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

**RSVP:** <https://www.eventbrite.com/e/mortgages-101-for-new-agents-1-ce-i-downtown-i-sponsored-tickets-1986463572018?aff=oddtcreator>

**Description:**

This course provides Colorado real estate brokers with practical, risk-focused education on mortgage financing as it relates to contract performance, fiduciary duty, and transaction management. Emphasis is placed on reducing contract fallout, understanding financing contingencies, and strengthening buyer offers while maintaining compliance with Colorado Real Estate Commission requirements.

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## SMART REAL ESTATE INVESTMENTS - TECHNIQUES FOR IDENTIFYING WINNING PROPERTIES

10:00AM - 11:30AM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Rich Arzaga, CFP®, CCIM  
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-proper-tickets-1982375314931?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.

### TAKEAWAYS

- Identifying Common Advice Gaps: Recognize the potential risks and missed opportunities from inadequate advice.
- Leveraging Performance Tools: Utilize tools to stay ahead of market trends and make informed decisions.
- Evaluating The Cash Flow Model: Learn the difference between a typical client's cash flow forecast and reality.
- Risk Assessment Strategies: Develop methods to evaluate and mitigate potential risks in real estate investments.
- Case Study Application: Apply real-world examples better to understand the impact of the property selection process.
- Encouraging Client-Centric Planning Conversations: Emphasize the importance of a tailored approach to each client's unique situation.

Pueblo



## OUT OF THE BOX FINANCING

10:00AM - 11:00AM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Debbie Havens  
Revolution Mortgage

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

**RSVP:** <https://www.eventbrite.com/e/out-of-the-box-financing-1-ce-i-downtown-tickets-1985394324871?aff=oddtcreator>

### Description:

Learn the ins and outs of creative financing

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## MASTERING SHORT SALES: FROM CHAOS TO CLOSING

1:00PM - 3:00PM

**Cost:** FREE  
**Credits:** 2 CE Credit  
**Instructor:** Becky Wallen  
Core Title Group

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

**RSVP:** <https://www.eventbrite.com/e/mastering-short-sales-from-chaos-to-closing-2-ce-i-downtown-tickets-1987014352417?aff=oddtcreator>

### 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. You'll learn real-world strategies, risk management tips, and insider scripts that help you protect your clients, speed up approvals, and close with less stress—all while earning your CE credits.

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## UNDERSTANDING 1031 EXCHANGES

1:00PM - 3:00PM

**Cost:** FREE  
**Credits:** 2 CE Credit  
**Instructor:** Erin Crowley  
Asset Preservation, Inc

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

**RSVP:** <https://www.eventbrite.com/e/understanding-1031-exchanges-course-2-ce-i-downtown-tickets-1982696624978?aff=oddtcreator>

**Description:**

This course discusses basic aspects of IRC Section 1031 as well as advanced strategies and options. Perfect for any level.



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## 2026 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

**Cost:** \$40  
**Credits:** 4 CE Credit  
**Instructor:** Mark Hubert  
My Front Range Living  
**Sponsor:** 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/2026-annual-commission-update-class-4-ce-i-downtown-i-sponsored-tickets-1982454411511?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.



Online

## CTM ECONTRACTS - BEGINNER WEBINAR

1:00PM - 3:00PM

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

**Where:** ONLINE

**RSVP:** <https://mrisoftware.skilljar.com/ctm-econtracts-beginner-webinar-1>

**Description:**

In this live training course, we will cover the following topics and processes:

Navigating the software and using the Paperless Filing Cabinet. Using dashboards and the docs management folder. Configuring utilities settings and personalizing your account. Syncing deadline dates to your Outlook or Google calendar. Creating custom deadlines. Auto-dating deadline templates. Team member access. Parent contracts. Changing contracts before and after it is locked. Auto-dating deadlines, purchase price, and terms. Searching for properties using the Save Time! feature. Save Time links and databases in eContracts. Copying and duplicating locked contracts.



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## 2026 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

**Cost:** \$45  
**Credits:** 4 CE Credit  
**Instructor:** Doug Barber  
The Rawhide Company, REALTORS®  
**Sponsor:** Justin Buckner, ANB Bank

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

**RSVP:** <https://www.eventbrite.com/e/2026-annual-commission-update-class-4-ce-i-downtown-tickets-1982454528862?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.



Online

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

10:00AM - 1:00PM

**Cost:** FREE  
**Credits:** 3 CE Credits  
**Instructor:** Todd Pazol  
Pazol Mortgage

**Where:** ONLINE

**RSVP:**  
<https://us02web.zoom.us/join/51MOpB76RQGQwyS2oltzw>

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



Online

## REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

11:00AM - 1:00PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Brian Wilbur  
Bingo Reverse Mortgage

**Where:** ONLINE

**RSVP:**  
<https://events.teams.microsoft.com/event/ae04456f-46f3-4f2c-ab5b-fc4d-c3f45014@f4f9c4d6-b042-4213-b19d-880520e10f87>

**Description:**  
Discover how a reverse mortgage for purchase can be smart solution for home buyers aged 62 & older who want to buy a more appropriate home with a one-time investment of about 60% of the purchase price and never make a monthly mortgage payment as long as they live in the home.