



# 2026 April CLASSES

## CTM eContracts INTERMEDIATE CLASS

APR  
7

9:30AM - 11:30AM

**Where:** ONLINE

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

**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.

Online

## LUNCH & LEARN

### LUNCH & LEARN - SMART REAL ESTATE INVESTMENTS TECHNIQUES FOR IDENTIFYING WINNING PROPERTIES

APR  
7

11:00AM - 1:00PM

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

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Rich Arzaga, The Real Estate Whisperer® Financial Planning  
**Sponsor:** Anna Lambacher  
Premier Carpet Cleaning & Rare Restoration

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-smart-real-estate-investments-techniques-for-identify-tickets-1981864680610?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.

**\*LUNCH WILL BE PROVIDED**

COS

## DOUBLE CLASS DAY!

APR

8

### TITLE 101 CLASS

10:00AM - 12:30PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Marian Martinez and Heather Hayes, Core Title Group

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

**RSVP:** [https://www.eventbrite.com/e/double-class-title-101-class-2-ce-tools-that-win-listings-i-downtown-tickets-1984397027929?aff=oddtcreator&keep\\_tld=true](https://www.eventbrite.com/e/double-class-title-101-class-2-ce-tools-that-win-listings-i-downtown-tickets-1984397027929?aff=oddtcreator&keep_tld=true)

**Description:**

What is Title Insurance anyway? In this class we will review a sample title commitment going over all requirements and sections and cracking the code on what in the world it all means!

### STAND OUT OR GET PASSED OVER: TOOLS THAT WIN LISTINGS AND OFFERS

**Credits:** 0 CE Credits  
**Instructor:** Linnea Clayton  
Paragon Mortgage Services, Inc

**Description:**

Today's buyers and sellers expect more from their agent. Learn how to walk into a listing appointment with a clear advantage and submit offers sellers take seriously.

The Bulletproof Buyer & Listing Advantage shows agents how to:

- Convert more buyer consultations
- Win more listing presentations
- Strengthen their offers in competitive markets
- Deliver a more professional client experience

COS

## LUNCH & LEARN

APR

9

### THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

11:00AM - 1:00PM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Ian Karcher  
Jack's Roofing Company  
**Sponsor:** Justin Buckner, ANB Bank

**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-1981865006585?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**

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### 2026 ANNUAL COMMISSION UPDATE CLASS

9:00AM - 1:00PM

**Cost:** \$45  
**Credits:** 4 CE Credits  
**Instructor:** Doug Barber  
The Rawhide Company  
**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/2026-annual-commission-update-class-4-ce-i-downtown-tickets-1981945453203?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.

COS

