



# 2024 June CLASSES

JUNE  
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Woodland  
Park

## REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

12:00PM - 3:00PM

**Cost:** FREE  
**Credits:** 3 CE Credits  
**Instructor:** Brian Wilbur  
Bingo Reverse Mortgage

**Where:** Core Title Group  
18401 Highway 24 East, Suite #121  
Woodland Park, CO 80863

**RSVP:** <https://www.eventbrite.com/e/reverse-mortgage-for-purchase-for-realtors-i-woodland-park-tickets-878448131007?aff=oddtcreator>

### 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.

JUNE  
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Online

## COLORADO DOWN PAYMENT ASSISTANCE

2:00PM - 4:00PM

**Cost:** FREE  
**Credits:** 2 CE Credit  
**Instructor:** Tim Brown, Guild Mortgage

**Where:** ONLINE

**RSVP:** <https://guildmortgage.zoom.us/meeting/register/tJAsfuGvpz8pG9xzDXd-Mcc22QDZb4rfhisoc>

### Description:

This class focuses on educating Realtors on many of the misconceptions about the different down payment assistance programs available in this current market and how to identify when to recommend their use with clients. These programs continue to be under-utilized and provide many benefits to borrowers with lower available funds to close. Turn more leads into deals!

JUNE  
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COs

## Out of The Box Lending - A DEEP DIVE INTO NON-QM \*LUNCH & LEARN

12:00PM - 2:00PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Lerea Mares  
Cross Country Mortgage  
**Sponsor:** Kelly and Heather  
TransACTIONal

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

**RSVP:** <https://www.eventbrite.com/e/out-of-the-box-lending-a-deep-dive-into-non-qm-2-ce-i-downtown-tickets-899394441987?aff=oddtcreator>

### Description: LUNCH WILL BE PROVIDED!

This 2 Hour CE course is designed to educate realtors about out of the box loan programs. Clients can get portfolio loans outside of the bank. Struggling to get self-employed clients approved? Have investors limited by their financing options? Help more clients qualify with strategy and creativity!

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COS

## REAL ESTATE IN RETIREMENT ACCOUNTS

1:30PM - 3:30PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Chad Engler & Brady  
Mullen, American Liberty Mortgage  
**Sponsor:** Kelly and Heather  
TransACTIONal

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

**RSVP:** <https://www.eventbrite.com/e/real-estate-in-retirement-accounts-2-ce-i-downtown-tickets-899364251687?aff=oddtcreator>

### Description:

This 2-hour course will discuss how to use the tax benefits of retirement accounts to invest in real estate - without incurring taxes or penalties.

- Why Purchase Real Estate with Retirement Accounts
- Quick Overview of Retirement Accounts
- IRS Rules & Regulations
- Best Practices

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Online

## CTM eCONTRACTS ADVANCED CLASS

9:30AM-11:30AM

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

**Where:** ONLINE

**RSVP:** <https://mrisoftware.skilljar.com/ctm-econtracts-advanced-webinar-for-continuing-education-ce-credit>

### Description:

- Ordering and tracking O&Es before listing presentations.
- Ordering, updating, and canceling title orders through your title partner.
- Converting MEC/SSA deadline formulas to calendar dates.
- Updating deadline dates from a counterproposal or an amendment/extension.
- Miscellaneous contracts folder vs miscellaneous docs management folder.
- Wild Card to search for properties under Save Time.
- Assigning transactions to preferred TC or eContracts agent.
- Tips for closing transactions.
- Backing up your transactions.

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COS

## REVERSE MORTGAGE FOR PURCHASE FOR REALTORS \*LUNCH & LEARN

12:00PM - 3:00PM

**Cost:** FREE  
**Credits:** 3 CE Credits  
**Instructor:** Brian Wilbur  
Bingo 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-for-purchase-for-realtors-3-ce-tickets-881063172667?aff=oddtcreator>

### Description: LUNCH WILL BE PROVIDED!

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.

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COS

## DECIPHERING BITCOIN: BEGINNER'S GUIDE

12:00PM - 1:00PM

**Cost:** FREE  
**Credits:** 0 CE Credits  
**Instructor:** Zack Tarbet & Josh  
Williams, Edge Home Finance

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-deciphering-bitcoin-beginners-guide-i-downtown-tickets-902520562297?aff=oddtcreator>

### Description: LUNCH WILL BE PROVIDED!

Explore the world of Bitcoin in this introductory class, designed to demystify digital currencies. Understand how Bitcoin works, its impact on the financial landscape, and practical tips for buying, storing, and using Bitcoin safely and effectively.



Woodland Park

## VA LOAN INSPECTIONS

1:00PM - 2:00PM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Mark Baxley  
Brick and Mortar Home Inspections, Inc  
**Sponsor:** Hans Fetterhoff  
Broker House Mortgage

**Where:** Core Title Group  
18401 Highway 24 East, Suite #121  
Woodland Park, CO 80863

**RSVP:** <https://www.eventbrite.com/e/va-loan-inspections-1-ce-i-woodland-park-tickets-878454941377?aff=oddtcreator>

### Description:

For a VA-backed loan to be approved, the home must meet a minimum set of property requirements. These standards are set to ensure the property is safe, structurally sound, and sanitary in order to protect the interest of buyers, lenders, servicers, and the VA. This course aims to educate real estate professionals about the inspection requirements of a VA-backed loan so they can help their clients with buying or selling a home that will be under a VA-backed loan.



COS

## INNOVATIVE REAL ESTATE: LEVERAGING AI TO BOOST SALES

10:00AM - 11:30AM

**Cost:** \$20  
**Credits:** 0 CE Credits  
**Instructor:** Trevor Dierdorff  
TrevorDierdorff.com  
**Sponsor:** Timothy Ravenkamp  
Bank of the San Juans

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

**RSVP:** <https://www.eventbrite.com/e/innovative-real-estate-leveraging-ai-to-boost-sales-i-downtown-tickets-899370149327?aff=oddtcreator>

### Description:

Dive into the world of Artificial Intelligence (AI) and its emerging role in the real estate industry with our one-hour introductory course, "Innovative Real Estate: How Leveraging AI Can Increase Closes." This concise yet informative session is designed for real estate professionals eager to get a glimpse of how AI can transform their business practices and enhance client satisfaction.

#### What You'll Learn:

- INTRODUCTION TO AI IN REAL ESTATE:** Understand the basics of AI technologies and their application in real estate. We'll cover key concepts and the potential of AI in transforming property listings, client interactions, and market analysis.
- AI TOOLS OVERVIEW:** Get acquainted with popular AI tools that are changing the real estate landscape, from virtual tours to predictive analytics, and how they can be used to attract and retain clients.
- IMPROVING SALES WITH AI:** Discover how AI can assist in identifying potential leads, personalizing client interactions, and efficiently closing deals.
- ETHICAL CONSIDERATIONS:** Briefly touch upon the ethical use of AI, including data privacy and transparency in AI-driven decisions.
- NEXT STEPS IN AI FOR REAL ESTATE:** Gain insights into how to further explore AI in real estate and the next steps you can take after this introductory course.

Angie Cooper

University Director/Sales/Marketing



(D) 719.418.7344 | (O) 719.219.8500

ACooper@CoreTitleGroupLLC.com

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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!