



2026 March CLASSES

MAR
4

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

11:00AM - 12:00PM

Cost: FREE

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."

COS

MAR
5

UNDERSTANDING MANUFACTURED HOME LOANS

10:00AM - 11:00AM

Cost: FREE

Credits: 1 CE Credit

Instructor: Lisa Hernandez

Bear Creek Mortgage Corp.

Sponsor: Karen Harvey

TranscendCO LLC

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.

Pueblo

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

RSVP: <https://www.eventbrite.com/e/understanding-manufactured-home-loans-1-ce-i-pueblo-tickets-1981219811790?aff=oddtcreator>

MAR
10

OUT OF THE BOX FINANCING

10:00AM - 11:00AM

Cost: FREE

Credits: 1 CE Credit

Instructor: Debbie Havens

Revolution Mortgage

Description:

Learn the ins and outs of creative financing

COS

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-down-town-tickets-1981222025411?aff=oddtcreator>



THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

1:00PM - 2:30PM

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/the-relationship-between-the-realtor-and-the-roofer-1-ce-i-downtown-tickets-1981438918143?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.



UNDERSTANDING SELLER FINANCING

10:00AM - 11:00AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Lisa Hernandez
Bear Creek Mortgage Corp.
Sponsor: Tanya Monson
Tralon Homes

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-i-sponsored-tickets-1981439295271?aff=oddtcreator>

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.

LUNCH & LEARN - DOUBLE CLASS DAY!

TRANSFERRING TITLE OF PROBATE AND TRUST ESTATES

11:00AM - 3:30PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Whitney Hey
Hammond Law Group
Sponsor: Marquise Bowers
Home Loan Haus

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-probate-double-class-4-ce-i-downtown-tickets-1981439597174?aff=oddtcreator>

Description:

This course covers the various ways to transfer property via deeds from one owner to another, how to buy, sell, and close on property from a probate, what trusts are, and how to sell real estate from a trust.

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

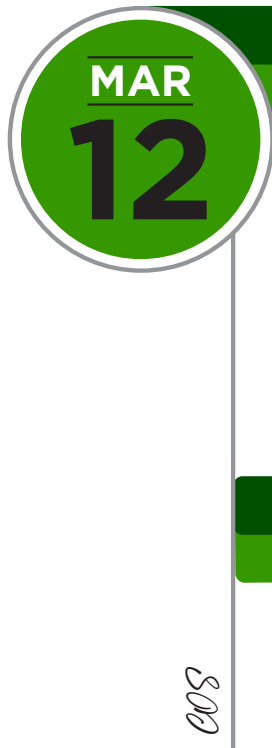
LISTING HOMES FOR DISABLED OR DECEASED CLIENTS

12:30PM - 3:30PM

Credits: 3 CE Credits

Description:

This course covers in detail how to sell the home of a person who is incapacitated or one who has passed away. It provides case studies and information on how trusts solve these problems before they occur.





COS

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

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.

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-1981586029156?aff=oddtcreator>



COS

MASTERING THE VA AND FHA MORTGAGE ASSUMPTION

10:30AM - 11:30AM

Cost: FREE

Credits: 0 CE Credits

Instructor: Craig O'Boyle
Assumption Solutions

Description:

Master the VA & FHA Mortgage Assumption is a practical class for real estate professionals looking to stand out in today's market. You'll learn what mortgage assumptions are, why VA and FHA assumable loans create powerful value, and how the process works from contract to closing. We'll cover how to identify assumable opportunities and avoid common pitfalls that slow deals down. You'll also learn how to market assumable loans effectively to attract more buyers and win more listings. The class concludes with proven strategies agents use to turn mortgage assumptions into more closings and repeat business.

Where: Core Title Group

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/mastering-the-va-and-fha-mortgage-assumption-i-downtown-tickets-1981586611899?aff=oddtcreator>



COS

LUNCH & LEARN - REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

11:00AM - 1:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Brian Wilbur
Bingo Reverse Mortgage

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.

***LUNCH WILL BE PROVIDED**

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-2-ce-tickets-1981586955928?aff=oddtcreator>



Online

THE CASH BUYER CURVEBALL: WHY REALTORS MUST UNDERSTAND FINCEN

1:00PM - 2:00PM

Cost: FREE

Credits: 1 CE Credit

Instructor: Kim Whitlock
Westcor Land Title Insurance Co

Description:

This one-hour course provides real estate professionals with a practical, easy-to-understand overview of the rule, including what constitutes a "reportable transaction," how cash and non-financed deals impact compliance, and what information settlement agents must collect. Agents will learn how to ask the right questions up front, how to prepare buyers and sellers for increased documentation requirements, and how to avoid the common pitfalls that can derail a transaction under the new regulations. Designed specifically for working agents, this course breaks down FinCEN's requirements into actionable steps, real-world examples, and communication strategies that help ensure smooth contract-to-closing timelines. When agents understand the curveballs that cash buyers can introduce, they can better protect their clients—and their commissions.

Where: Online

RSVP: <https://attendee.gotowebinar.com/register/3039085776877894999>

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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