



# 2024 September CLASSES

SEPT  
5

Online

## THE UGLY TRUTH NOT THE PRETTY LIES, BEHIND THE SCENES OF THE MORTGAGE WORLD

10:00AM - 1:00PM

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

Pazol Mortgage

**Where:** ONLINE

**RSVP:**  
<https://us02web.zoom.us/join/joinmeeting/register/tZAvf-uorj8qHdblZY-Jz1-FfjFKaUowEBi6d>

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

SEPT  
5

Online

## ADVANCED WEBINAR FOR CONTINUING EDUCATION

2:00PM - 4:00PM

**Cost:** \$20 for CE Credit  
**Credits:** 2 CE Credit  
**Instructor:** CTMe  
**Sponsor:** Core Title Group

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

- Ordering and tracking O&E's before listing presentations.
- Ordering, updating, and canceling title orders through your title partner.
- Converting MEC/SSA deadline formulas to calendar dates. - Backing up (ZIP IT) your transactions.
- Updating deadline dates from a counterproposal or an amend/extend.
- 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.

**Where:** ONLINE

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

SEPT  
9

COS

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

12:00PM - 2:00PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Lerea Mares  
Cross Country Mortgage

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-out-of-the-box-lending-class-i-downtown-tickets-984259916907?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!



COO

## TITLE 101

10:00am - 12:00pm

**Cost:** FREE  
**Credits:** 2 CE Credit  
**Instructor:** Marian Martinez and Heather Hayes, Core Title Group  
**Sponsor:** Marquise Bowers & Tim Chase 719 Lending

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

**RSVP:** <https://www.eventbrite.com/e/title-101-2-ce-i-downtown-tickets-984193207377?aff=oddtcreator>

**Description:**

What is the point of 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!



COO

## LUNCH & LEARN: HANDYMAN SERVICES AND AGING IN PLACE

11:30AM - 12:30PM

**Cost:** FREE  
**Credits:** 0 CE Credits  
**Instructor:** Al Cazares  
House Doctors of Colorado Springs  
**Sponsor:** Andrea Atzbach, 719 Lending

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-handyman-services-and-aging-in-place-i-downtown-tickets-98435233327?aff=oddtcreator>

**Description:** LUNCH WILL BE PROVIDED!

Choosing a handyman to take care of inspection write ups and prepare a house for the seller or the buyer is critical to the success of any home transaction. How can you be sure you have the right company to meet your client's expectations and provide timely service that avoids any delays in closing? We will provide information based on our experience that will help you make the right choice. Additionally, according to government estimates, the average American over the age of 65 will need roughly three years of long-term care. Getting that care in a nursing home costs about \$72,000 per year. Americans are devising innovative plans to help more people save money and stay in their homes longer. House Doctors "The Freedom to Stay" Home Safety & Fall Prevention Program offers innovative services to empower older adults to maintain independence and safety in their homes as they age. From home modifications to smart technologies, we offer practical solutions for promoting autonomy and well-being among older adults. Clients who are wanting to care for their elderly relatives are looking for home safety modifications both before and after the sale.



COO

## PURCHASING WITH A REVERSE MORTGAGE

2:00PM - 4:00PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Chad Engler & Brady Mullen, American Liberty Mortgage

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

**RSVP:** <https://www.eventbrite.com/e/purchasing-with-a-reverse-mortgage-2-ce-i-downtown-tickets-984197690787?aff=oddtcreator>

**Description:**

This 2-hour course will provide a fundamental understanding of reverse mortgages and how they can be used to help make the right home more affordable.

- Become equipped with a tool that is quickly becoming a staple for one of the largest demographics in history.
- Identify opportunities to help clients right-size or relocate for their retirement years.
- Add knowledge to your expertise that will separate you from your competitors and build relationships with financial planners/advisors.



COO

## LUNCH & LEARN: GOOGLE MY BUSINESS

12:00PM - 1:00PM

**Cost:** FREE  
**Credits:** 0 CE Credits  
**Instructor:** Zack Tarbet & Josh Williams, Edge Home Finance  
**Sponsor:** Patty Bills  
Healthy & Happy, Inc.

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-google-my-business-i-downtown-tickets-984194310677?aff=oddtcreator>

**Description:** LUNCH WILL BE PROVIDED!

Learn to optimize your Google My Business listing in this focused master class. Discover how to enhance visibility, engage customers, and drive local traffic through practical tips on setup, management, and analytics.

SEPT  
17

Woodland Park

## REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

12:00PM - 3:30PM

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

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

**RSVP:** <https://www.eventbrite.com/e/reverse-mortgage-for-purchase-for-realtors-3-ce-i-woodland-park-tickets-984294570557?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.

SEPT  
18

COS

## REAL ESTATE INVESTING FOR THE GI JOE

9:30AM - 11:30AM

**Cost:** \$10  
**Credits:** 2 CE Credits  
**Instructor:** Kathy Rex  
Bay Equity Home Loans  
**Sponsor:** Julie Steigerwald  
Ent Credit Union

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

**RSVP:** <https://www.eventbrite.com/e/real-estate-investing-for-the-gi-joe-2-ce-i-downtown-tickets-984383576777?aff=oddtcreator>

**Description:**

Learn what makes the VA Home Loan special and how to help your veterans build financial wealth for their family with this incredible benefit they have earned.

SEPT  
19

COS

## 2024 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

**Cost:** \$10 - Includes Instructors Book  
**Credits:** 4 CE Credits  
**Instructor:** Liz Bowen  
Liz Bowen Coaching  
**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/2024-annual-commission-update-class-10-i-downtown-i-sponsored-tickets-989237565187?aff=oddtcreator>

**Description:**

The 2024 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.

SEPT  
26

Online

## COLORADO DOWN PAYMENT ASSISTANCE

1:00PM - 3:00PM

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

**Where:** ONLINE

**RSVP:** <https://guildmortgage.zoom.us/meeting/register/tJwlf-mgrz4jE9GQ-UO8DyolJxVo7wLinLFFC>

**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!