



2024 May CLASSES

MAY
1

COS

HOW ESTATE PLANNING PREVENTS A SALE FROM GOING TO PROBATE

1:00pm - 2:00pm

Cost: FREE

Credits: 1 CE Credit

Instructor: Nicole D'Arpa
Axis Law Group

Sponsor: Marquise Bowers &
Timothy Chase, 719 Lending

Description:

How Estate Planning Prevents a Sale from Going to Probate: What is the best way to make sure a property avoids probate? In this class, you will learn what a full estate plan entails and how clients can protect their assets.

Where: Core Title Group

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/how-estate-planning-prevents-a-sale-from-going-to-probate-1-ce-i-downtown-tickets-853928141057?aff=oddtcreator>

MAY
2

COS

EVOLVE YOUR BRAND OR GO EXTINCT

10:00am - 12:30pm

Cost: \$10

Credits: 0 CE Credit

Instructor: Jeff Pfitzer
Social Media Coach

Sponsor: Jack Amberg & Patrick Brock
USA Mortgage

Description:

Understanding how to use social media to own the attention of your consumer, in addition to elevating your traditional prospecting methods, is where the best in the business will accelerate their business ahead. Relying solely on how you've done business up until this point in your career will no longer be sufficient. The best are evolving quickly, and understanding that these changes are necessary for their growth. Join our guest speaker, Jeff Pfitzer, as he takes his social marketing experience & expertise to guide you down the path to sustainability & growth!

Where: Core Title Group

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/evolve-your-brand-or-go-extinct-class-i-downtown-tickets-878404139427?aff=oddtcreator>

MAY
2

Woodland
Park

LEVERAGING TECHNOLOGY

1:00pm - 3:00pm

Cost: FREE

Credits: 2 CE Credits

Instructor: Tim Brown, Manager, Regional
Sales Training-Loan Officer at Guild Mortgage

Sponsor: Kelly & Heather
TransACTIONal

Description:

Learn about how to leverage some of the New Technology available today to create a better experience for Home Buyers!

Where: Core Title Group

18401 Highway 24 East, Suite #121
Woodland Park, CO 80863

RSVP: <https://www.eventbrite.com/e/leveraging-technology-class-i-woodland-park-tickets-849617748557?aff=oddtcreator>

MAY
3

MOBILE HOME MASTERY

10:00am - 11:00am

Cost: FREE
Credits: 0 CE Credits
Instructor: Allison McPike
Xpert Home Lending
Sponsor: Dillon Autry
Goosehead Insurance

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

RSVP: <https://www.eventbrite.com/e/mobile-home-mastery-i-downtown-colorado-springs-tickets-881033955277?aff=oddtcreator>

Description:

Join our Mobile Home Mastery course tailored specifically for real estate agents. Gain a comprehensive understanding of mobile home sales, covering topics like mobile financing options, title's role, legalities, negotiation skills, and specialized marketing strategies. Elevate your expertise and excel in this thriving market. Enroll now to unlock your potential in mobile home sales.

COS

MAY
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CTM eContracts INTERMEDIATE CLASS

9:30am - 11:30am

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

Where: ONLINE

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 eContacts 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

MAY
8

YOUTUBE FOR REALTORS - LUNCH & LEARN

12:00pm - 1:00pm

Cost: FREE
Credits: 0 CE Credits
Instructor: Zack Tarbet
Edge Home Finance
Sponsor: Integrity Cleaning Services

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-youtube-for-realtors-class-i-downtown-tickets-878398271877?aff=oddtcreator>

Description:

We will go over the basics of leveraging YouTube short and long form content. How to set up your page best practices for posting, and going live! LUNCH WILL BE SERVED!

COS

MAY
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2024 ANNUAL COMMISSION UPDATE

1:00pm - 5:00pm

Cost: \$2
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTOR
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-acu-class-fee-2-i-downtown-tickets-881037475807?aff=oddtcreator>

Description:

Each year all licensees must attend this class annually. Covers topics the Real Estate Commission requires. We always try to make it interesting and it is always relevant. Class participation brings out all manners of useful discussion.

COS



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/84411111111>

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



FRAUD

10:00am - 11:00am

Cost: FREE
Credits: 1 CE Credits
Instructor: Janet Sosnowski
ET Investments LLC

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

RSVP: <https://www.eventbrite.com/e/fraud-class-1-ce-i-downtown-tickets-881047766587?aff=oddtcreator>

Sponsor: Marquise Bowers &
Timothy Chase, 719 Lending

Description:
An update on Cyber Fraud and how to team up in order to protect the consumer when involved in a real estate transaction



ESTATE PLANNING

11:30am - 1:00pm

Cost: FREE
Credits: 0 CE Credits
Instructor: Troy Brinkman
Mason Law & Planning Group

Where: Core Title Group
831 Royal Gorge Blvd Floor 3 Suite 325
Canon City, CO 81212

RSVP: <https://www.eventbrite.com/e/estate-planning-class-i-canon-city-tickets-878430207397?aff=oddtcreator>

Description:
Uncover the intricacies of estate planning and learn strategies to bypass probate and its associated challenges. What happens if you or your spouse becomes incapacitated? What steps will you take to safeguard your wealth and legacy?



WHO IS MY CLIENT? TITLE VESTING ISSUES FOR BROKERS

10:00am - 11:00am

Cost: \$25
Credits: 1 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTORS

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

RSVP: <https://www.eventbrite.com/e/who-is-my-client-title-vesting-issues-for-brokers-i-downtown-tickets-878442072887?aff=oddtcreator>

Sponsor: Julie Steigerwald
Ent Credit Union

Description:
A content-filled hour to improve competency and avoid liability by knowing who has authority to act as your client. This class covers trusts and other entities, estates/probate, divorce and more.



Woodland Park

INFORMATION SECURITY FOR REAL ESTATE PROFESSIONALS

9:00am - 12:00pm

Cost: \$35
Credits: 3 CE Credit
Instructor: Thomas Glanville
Sponsor: Andrea Atzbach, 719 Lending

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

RSVP: <https://www.eventbrite.com/e/radon-ce-1-ce-i-woodland-park-tickets-777934562217?aff=oddtcreator>

Description:

The purpose of this class is to teach the real estate professional on the issue of information security, ID Theft, and the laws associated with the real estate industry. The attendee will not only learn those aspects but what the requirements are for the broker and what is needed to have in place for compliance, Errors & Omissions Insurance, and to create a Defensible Position by making a Good Faith Attempt in case an information incident occurs. This will in turn protect the broker/brokerage from damages such as fines, penalties, and lawsuits.

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!