



# 2026 March CLASSES

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4

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Pueblo

## 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."

MAR

5

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## UNDERSTANDING MANUFACTURED HOME LOANS

10:00AM - 11:00AM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Lisa Hernandez

Bear Creek Mortgage Corp.  
TranscendCO LLC

**Sponsor:** Karen Harvey

**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=odddtcreator>

**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.

MAR

10

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## OUT OF THE BOX FINANCING

10:00AM - 11:00AM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Debbie Havens

Revolution Mortgage

**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=odddtcreator>

**Description:**

Learn the ins and outs of creative financing

## THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

MAR  
**10**

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1:00PM - 2:30PM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Ian Karcher

Jack's Roofing Company

**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.

**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=oddtctcreator>

## UNDERSTANDING SELLER FINANCING

MAR  
**11**

CO

10:00AM - 11:00AM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Lisa Hernandez

Bear Creek Mortgage Corp.

**Sponsor:** Tanya Monson

Tralon Homes

**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.

**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=oddtctcreator>

## LUNCH & LEARN - DOUBLE CLASS DAY!

### TRANSFERRING TITLE OF PROBATE AND TRUST ESTATES

MAR  
**12**

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11:00AM - 12:00PM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Whitney Hey

Hammond Law Group

**Sponsor:** Marquise Bowers

Home Loan Haus

**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.

**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=oddtctcreator>

## 2026 ANNUAL COMMISSION UPDATE CLASS

MAR  
17

CO

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=odddtcreator>

MAR  
18

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## 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=odddtcreator>

MAR  
19

CO

## 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 a 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=odddtcreator>

*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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