



2026 October CLASSES

OCT
6

Online

Closing With Claude Cowork

10:30AM - 12:00PM

Cost: \$10

Credits: 0 CE Credits

Instructor: Tim Park, Park AI Labs

 **Where:** ONLINE

 **RSVP:** <https://us02web.zoom.us/join/2slq14qaR9eMPm-vMBnpiAw#/registration>

Description:

A hands-on walkthrough of Claude Cowork, an AI assistant built for agents. Learn how to automate email replies, draft listing descriptions, organize files, and run client research without leaving your desktop, and generate leads. Agents bring a laptop and walk away with a working setup.

OCT
6

Pueblo

Condos, Townhomes, HOA Issues, Lending, and HO-6 Coverage

1:00PM - 3:00pm

Cost: FREE

Credits: 2 CE Credits

Instructor: Michaela Petti &
Alisha Baty, The Mortgage Lady

 **Where:** Core Title Group
1320 Fortino Blvd., Suite A
Pueblo, CO 81008

 **RSVP:** <https://www.eventbrite.com/e/condos-townhomes-hoa-issues-lending-and-ho-6-coverage-2-ce-tickets-1998923138918?aff=oddt-dtcreator>

Description:

Condo financing is more complicated than most agents realize. This class covers warrantable vs. non-warrantable condos, HOA questionnaires, special assessments, concentration limits, and how lenders evaluate a project. Agents learn what can kill a deal at the last minute and how to spot red flags before going under contract

OCT
7

Woodland
Park

Teller County Septic Transfer Requirements: What Realtors Need to Know

9:00AM - 10:00AM

Cost: FREE

Credits: 0 CE Credits

Instructor: Austin May - MPH, RS
Deputy Director, Teller County Public
Health & Environment

 **Where:** Park State Bank & Trust
710 US-24
Woodland Park, CO 80863

 **RSVP:** <https://www.eventbrite.com/e/teller-county-septic-transfer-requirements-what-realtors-need-to-know-tickets-2000654460347?aff=oddt-dtcreator>

Description:

Join Teller County Environmental Health for a timely one-hour session covering the new Transfer of Title requirements that may affect property sales in Teller County. Following a brief overview of requirements, attendees will have the opportunity to ask questions and learn how to better prepare their clients for a smooth transaction.



HomeLight's Buy Before You Sell Program

10:30AM - 11:30AM

Cost: FREE
Credits: 0 CE Credits
Instructor: Heidi Gravert
Abundant Mortgage Lending Inc

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

RSVP: <https://www.eventbrite.com/e/homelights-buy-before-you-sell-program-i-downtown-tickets-1998923774820?aff=oddtcreator>

Description:

TURN ONE CLIENT INTO TWO CLOSINGS. ELIMINATE THE HOME-SALE CONTINGENCY.

Join Heidi Gravert of Abundant Mortgage Lending to learn how HomeLight's Buy Before You Sell™ program helps move-up buyers purchase their next home before selling their current one.

BENEFITS FOR LISTING AGENTS

Attract more move-up buyers.
Reduce contingency-related contract fallout.
Sell vacant, staged homes more effectively.
Help sellers maximize convenience and market appeal.

BENEFITS FOR BUYER'S AGENTS

Submit stronger non-contingent offers.
Access equity for down payment and closing costs.
Eliminate temporary housing concerns.
Win more clients with a unique financing solution.

Discover how this innovative program can help your clients buy first, sell later, and create smoother transactions with fewer obstacles.

COS



Custom Construction 201

1:00PM - 2:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Dakota Shafer
Structure Custom Builds- Teaching
Sponsor: Bryan Emrick
Air Academy Credit Union

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

RSVP: <https://www.eventbrite.com/e/custom-construction-201-1-ce-i-downtown-i-sponsored-tickets-1998924087756?aff=oddtcreator>

Description:

Construction 201 is the next-level continuing education course for realtors seeking a deeper understanding of the custom home-building process. Building on the foundation of Construction 101, this class explores key site, utility, and plan-review considerations that can impact a build from the earliest stages. Topics include soils and septic reports, well permits and water rights, sewer and septic systems, plot plans and topographical maps, construction cross sections, roof types, and an open Q&A session.

COS



2026 Annual Commission Update Class

8:00AM - 12:00PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTORS®
Sponsor: Justin Buckner, ANB Bank

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-1998924792865?aff=oddtcreator>

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.

COS



Ethics Class

1:00PM - 5:00PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTORS®
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/ethics-class-4-ce-i-downtown-tickets-1998925069693?aff=oddtcreator>

Description:

Understand the REALTOR® Code of Ethics, including practical application of its Articles through real-life examples. This very relevant class will help you improve your bottom line and avoid complaints to your REALTOR® Association and the Real Estate Commission. This course does count for REALTOR®-required ethics updates. [Note: starting in 2022, NAR requires REALTOR® Associations to provide this class in order to meet the 3-year NAR ethics update requirement. I partner with several Associations to provide the class (including Pikes Peak Association) to ensure NAR credit, so if you want a class for members of another Association let Doug know and he will arrange it with them. Regardless, the class counts as 4 hours of elective credit for Colorado licensure.]

COS



Mortgages 101 for New Agents

1:00PM - 2:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Mary Greenwood
NFM Lending
Sponsor: Kelly and Heather
TransACTIONal

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

RSVP: <https://www.eventbrite.com/e/mortgages-101-for-new-agents-1-ce-i-downtown-tickets-1998925273302?aff=oddtcreator>

Description:

This course provides Colorado real estate brokers with practical, risk-focused education on mortgage financing as it relates to contract performance, fiduciary duty, and transaction management. Emphasis is placed on reducing contract fallout, understanding financing contingencies, and strengthening buyer offers while maintaining compliance with Colorado Real Estate Commission requirements.

COS



What To Do With Water When You Deal With Dirt: Water Rights

1:00PM - 2:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Kevin Sloan
WESTCOR Land Title Insurance

Where: ONLINE

RSVP: <https://register.gotowebinar.com/register/5608198053624679253>

Description:

Audio only class. Students will have an understanding of water rights, right to use water, the ownership of water in Colorado, and the difference between ground and surface water. Information provided will be specific to Colorado.

Online



COS

Survey Issues For Colorado Brokers

9:00AM - 11:00AM

Cost: \$20

Credits: 2 CE Credit

Instructor: Doug Barber

The Rawhide Company, REALTORS®

Sponsor: Aaron Keyes, Valor



Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903



RSVP: <https://www.eventbrite.com/e/survey-issues-for-colorado-brokers-2-ce-i-downtown-tickets-1998925434785?aff=oddtcreator>

Description:

This class will help brokers understand what a survey is, how they are done and why they should recommend them to their buyers. Topics covered include ILCs, different kinds of surveys, boundary dispute issues, legal descriptions and more.



COS

Farm Smarter with AI: Generate More Listing Leads

10:00AM - 12:00PM

Cost: FREE

Credits: 0 CE Credits

Instructor: DeMarie Niedling

Senior Business Development with
Core Title

Sponsor: Edgar Urias

I Home Mortgage



Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903



RSVP: <https://www.eventbrite.com/e/farm-smarter-with-ai-generate-more-listing-leads-i-downtown-tickets-2000486756741?aff=oddtcreator>

Description:

Discover how our platform uses AI-powered technology and real estate data to help you identify high-potential farm areas and homeowners most likely to sell. You'll learn how to target smarter, prospect with purpose, and build a more consistent listing pipeline. Perfect for Realtors who want to spend less time guessing and more time connecting with the right homeowners.



COS

Today's Reverse Mortgage 101 (Traditional HECM) w/ Happy Hour!

3:30PM - 4:30PM

Cost: FREE

Credits: 1 CE Credits

Instructor: Nathan Johnson

Mutual of Omaha Reverse Mortgage

Sponsor: Ann Vennard, Warrior Ins.



Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903



RSVP: <https://www.eventbrite.com/e/todays-reverse-mortgage-101-traditional-hecm-i-downtown-tickets-1998970542704?aff=oddtcreator>

Description:

To understand the basics of Today's Reverse Mortgage, how it can be used to help mature homeowners remain in their home, age in place, and safely access home equity to retire more freely.

HAPPY HOUR WILL BE PROVIDED!



Pueblo

DEAL SAVER: INSPECTION EDITION

10:00AM - 12:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Jessica and Ethan Martinez, Arrow Home Inspections

 **Where:** Core Title Group
1320 Fortino Blvd., Suite A
Pueblo, CO 81008

 **RSVP:** <https://www.eventbrite.com/e/deal-saver-inspection-edition-2-ce-i-pueblo-tickets-1998971012108?aff=oddtcreator>

Description:

Our course is designed to help real estate professionals navigate one of the most emotional and deal-threatening stages of the transaction: the home inspection. This class combines practical communication strategies, emotional intelligence techniques, and negotiation best practices to help agents guide their clients through inspection findings without unnecessary fear or conflict. Attendees will also receive updates on important code changes, evolving industry standards, new laws and regulations affecting real estate transactions, and emerging trends in the inspection industry that today's agents need to know to better serve and protect their clients. Learn how to set realistic expectations, prioritize concerns, and keep transactions moving forward while still advocating for your clients' best interests - resulting in smoother inspections, stronger client relationships, and fewer deals falling apart at the inspection table.



Woodland Park

Cash to Close:

Gift Funds, Down Payment Assistance, Grants, Assets, and Paper Trail Issues

1:00PM - 2:00PM

Cost: FREE
Credits: 1 CE Credits
Instructor: Michaela Petti and Alisha Baty, The Mortgage Lady

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

 **RSVP:** <https://www.eventbrite.com/e/cash-to-close-gift-funds-down-payment-assistance-grants-assets-tickets-1998971866664?aff=oddtcreator>

Description:

One of the most common reasons loans fall apart is a problem with the source of funds. This class walks agents through gift documentation requirements, DPA programs available in Colorado, large deposit rules, and what underwriters are really looking for when they review a buyer's bank statements.



COS

HOW DIVORCE AFFECTS LENDING & WHAT AGENTS NEED TO WATCH FOR

10:00AM - 11:00AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Michaela Petti and Alisha Baty, The Mortgage Lady
Sponsor: Kelly and Heather TransACTIONal

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

 **RSVP:** <https://www.eventbrite.com/e/how-divorce-affects-lending-and-what-agents-need-to-watch-for-1ce-tickets-1998972268867?aff=oddtcreator>

Description:

Divorce transactions come with unique complexities – from who can be on a loan to how support income is counted, how the decree affects credit, and what happens when one party needs to buy out the other. This class helps agents navigate sensitive situations while protecting themselves and their clients from avoidable delays.