



2025 November CLASSES

NOV
4

COO

VA: LOAN INSPECTIONS

9:00AM - 10:00AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Mark Baxley
Brick and Mortar Home Inspections
Sponsor: Karin Kovalovsky
Navy Federal Credit Union

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

RSVP: <https://www.eventbrite.com/e/va-loan-inspections-1-ce-i-downtown-tickets-1804597512739?aff=oddtcreator>

Description:

For a VA-backed loan to be approved, the home must meet a minimum set of property requirements. These standards are set to ensure the property is safe, structurally sound, and sanitary, in order to protect the interests of buyers, lenders, servicers, and the VA. This course aims to educate real estate professionals about the inspection requirements of a VA-backed loan so they can help their clients with buying or selling a home that will be under a VA-backed loan.

NOV
4

COO

SECURITY DEPOSITS

1:00PM - 2:30PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Michelle Marie Kinney
Property Shoppe, LLC

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

RSVP: <https://www.eventbrite.com/e/security-deposits-1-ce-i-downtown-tickets-1804679859039?aff=oddtcreator>

Description:

New regulations mean big adjustments for landlords and tenants. The topics covered in this class will include how to accept a security deposit, the limitations, trust accounts, transferring deposits, the new definitions of "wear and tear," the new requirements of the statement of adjustment, and more.

NOV
5

COO

ETHICS

9:00AM - 1:00PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTORS
Sponsor: Mary Greenwood
NFM Lending

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-1681243999059?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.]

NOV
5

Woodland
Park

THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

10:00AM - 11:30AM

Cost: FREE
Credits: 1 CE Credits
Instructor: Ian Karcher
Jack's Roofing Company

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

RSVP:
<https://www.eventbrite.com/e/the-relationship-between-the-realtor-and-the-roofer-1-ce-i-woodland-park-tickets-1804747310789?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.

NOV
6

COs

2025 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$10 - Special Pricing Ticket!
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/2025-annual-commission-update-class-4-ce-i-downtown-tickets-1681259966819?aff=oddtcreator>

Description:

Sponsor is paying for \$25 per ticket price!
The 2025 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.

NOV
10

COs

NAVIGATING THE EVER-CHANGING INSURANCE MARKET

1:00PM - 3:00PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Alan Paquin
The Stclair Agency, Famers Insurance

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

RSVP: <https://www.eventbrite.com/e/navigating-the-ever-changing-insurance-market-i-downtown-tickets-1804783448879?aff=oddtcreator>

Description:

A course to help realtors and loan officers understand the upcoming changes to the insurance market and how to properly help your buyers avoid being underinsured or taken advantage of.

NOV
11

COs

OPENING MORE DOORS WITH DOWN PAYMENT ASSISTANCE AND LOW/NO DOWN PROGRAMS

1:00PM - 3:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Linnea Clayton
Paragon Mortgage Services, Inc
Sponsor: Kelly & Heather
TransACTIONal

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

RSVP: <https://www.eventbrite.com/e/opening-more-doors-with-down-payment-assistance-and-lowno-down-programs-tickets-1804944520649?aff=oddtcreator>

Description:

In-depth look at multiple down payment assistance programs, along with low down payment and no down payment options for not just first-time home buyers but also repeat buyers.



Pueblo

ETHICS

9:00AM - 1:00PM

Cost: \$45

Credits: 4 CE Credits

Instructor: Doug Barber
The Rawhide Company, REALTORS

Sponsor: Karin Kovalovsky
Navy Federal Credit Union

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.

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

RSVP: <https://www.eventbrite.com/e/ethics-class-4-ce-i-pueblo-tickets-1681251812429?aff=oddtcreator>



COs

MASTERING SHORT SALES: FROM CHAOS TO CLOSING

10:00AM - 12:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Becky Wallen
Core Title Group

Description:

Clients in financial distress need an agent who can guide them through one of the toughest transactions they'll ever face. This CE-certified short sale class equips you with the knowledge, resources, and confidence to be that agent. You'll learn real-world strategies, risk management tips, and insider scripts that help you protect your clients, speed up approvals, and close with less stress—all while earning your CE credits.

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

RSVP: <https://www.eventbrite.com/e/mastering-short-sales-from-chaos-to-closing-i-downtown-tickets-1804958622829?aff=oddtcreator>



COs

CREATIVE FINANCING IN TODAY'S MARKET

10:00AM - 11:00AM

Cost: FREE

Credits: 1 CE Credit

Instructor: Janet Sosnowski
ET Investments LLC

Sponsor: Kelly & Heather
TransACTIONal

Description:

In this challenging market, consumers are looking for creative solutions for financing. Come learn the different ways consumers are buying and selling with assumptions and other types of loan products.

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

RSVP: <https://www.eventbrite.com/e/creative-financing-in-todays-market-1-ce-i-downtown-tickets-1804980076999?aff=oddtcreator>



COs

FAIR HOUSING CLASS

1:00PM - 3:00PM

Cost: \$20

Credits: 2 CE Credits

Instructor: Doug Barber
The Rawhide Company, REALTORS®

Sponsor: Mary Greenwood
NFM Lending

Description:

NAR requires two hours of fair housing training during each three year cycle. This class qualifies for both CE credit and NAR credit. History of their housing, plus do's and don'ts to help you improve your bottom line and feel better with the public.

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

RSVP: <https://www.eventbrite.com/e/fair-housing-class-2-ce-i-downtown-tickets-1681268592619?aff=oddtcreator>



COS

2025 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Mark Hubert
My Front Range Living
Sponsor: Mary Greenwood
NFM Lending

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

RSVP: <https://www.eventbrite.com/e/acu-2025-class-4-ce-i-downtown-tickets-1704337151299?aff=oddtcreator>

Description:

The 2025 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.



Pueblo

LUNCH & LEARN - PROBATE DOUBLE CLASS TRANSFERRING TITLE OF PROBATE AND TRUST ESTATES

11:00AM - 12:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Whitney Hey
Hammond Law Group

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-probate-double-class-4-ce-i-pueblo-tickets-1805025031459?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

LUNCH & LEARN - PROBATE DOUBLE CLASS LISTING HOMES FOR DISABLED OR DECEASED CLIENTS

12:30PM - 3:30pm

Cost: FREE
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.



Woodland Park

MASTERING THE HUD SALES PROCESS

1:00PM - 3:00PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Terrie Elwood
Quest Real Estate Partners

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

RSVP: <https://www.eventbrite.com/e/mastering-the-hud-sales-process-i-woodland-park-tickets-1805039133639?aff=oddtcreator>

Description:

Ins and Outs of the HUD Sales process

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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