

OCT
1

*Woodland
Park*

LISTING HOMES FOR DISABLED OR DECEASED CLIENTS

9:30AM - 12:30PM

Cost: FREE
Credits: 3 CE Credits
Instructor: Whitney Hey
Hammond Law Group
Sponsor: Sadie Wahinekapu,
NFM Lending

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

RSVP:
<https://www.eventbrite.com/e/listing-homes-for-disabled-or-deceased-clients-3-ce-credits-tickets-1693953774339?aff=oddtcreator>

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.

OCT
2

Online

CTM ECONTRACTS ADVANCED CLASS

1:00PM - 3:00PM

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

Where: ONLINE

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

Description:

Ordering and tracking O&Es before listing presentations. Ordering, updating, and canceling title orders through your title partner. Converting MEC/SSA deadline formulas to calendar dates. Updating deadline dates from a counterproposal or an amendment/extension. 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. Backing up your transactions.

OCT
7

COs

FINANCE FRIENDLY CONTRACTS

2:00PM - 4:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Andrew Long
Community Banks of Colorado

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

RSVP: <https://www.eventbrite.com/e/finance-friendly-contracts-2-ce-i-down-town-tickets-1693958307899?aff=oddtcreator>

Description:

Learn the importance of writing a contract with the loan and underwriting guidelines in mind. Learn what is and isn't allowed. What things have changed in recent years. What are some things many agents continue to do that are no longer allowed. Learn to avoid having to write amendments to fix issues in the original offer or counters. Learn ways to work in compliance with these guidelines in mind to make sure your client's interests are still served while avoiding pitfalls that could delay or even prevent the closing.



COS

FAIR HOUSING CLASS

9:00AM - 11:00AM

Cost: \$20

Credits: 2 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/fair-housing-class-2-ce-i-downtown-tickets-1676610791009?aff=oddtcreator>

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.



Pueblo

HOW TO WORK WITH YOUR LENDER EFFECTIVELY AS A TEAM

1:00PM - 3:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Annette Copeland and Eric

Copeland, Cross Country Mortgage

Where: Core Title Group

1320 Fortino Blvd Ste A

Pueblo, CO 81008

RSVP: <https://www.eventbrite.com/e/how-to-work-with-your-lender-effectively-as-a-team-2-ce-i-pueblo-tickets-1693966181449?aff=oddtcreator>

Description: LUNCH WILL BE PROVIDED

Have you ever had a closing go south at the last minute?!? This class teaches you how to handle problems BEFORE they come up - from the listing to working with the buyer, handling appraisals, and lending issues to contracts and ethics, we'll cover it all!



Pueblo

2025 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$35

Credits: 4 CE Credits

Instructor: Liz Bowen

Liz Bowen Coaching

Sponsor: Brandon Grant

Central Trust Bank

Where: Core Title Group

1320 Fortino Blvd Ste A

Pueblo, CO 81008

RSVP: <https://www.eventbrite.com/e/2025-annual-commission-update-class-4-ce-i-pueblo-tickets-1676729786929?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.



COS

FRAUD CLASS

10:00AM - 11:00AM

Cost: FREE

Credits: 1 CE Credit

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-1693968899579?aff=oddtcreator>

Description:

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



EOS

2025 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$45

Credits: 4 CE Credits

Instructor: Doug Barber

The Rawhide Company, REALTORS®

Sponsor: Marquise, Tim & Bronson

719 Lending

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.

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-1676655605049?aff=oddtcreator>



EOS

NAVIGATING THE EVER-CHANGING INSURANCE MARKET

10:00AM - 12:00PM

Cost: FREE

Credits: 0 CE Credits

Instructor: Alan Paquin

The Stclair Agency, Famers Insurance

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.

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-1693971326839?aff=oddtcreator>



EOS

SECURITY DEPOSITS

1:00PM - 2:30PM

Cost: FREE

Credits: 1 CE Credits

Instructor: Michelle Marie Kinney

Property Shoppe, LLC

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.

Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/security-deposits-class-1-ce-i-downtown-tickets-1693974004849?aff=oddtcreator>



EOS

REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

1:00PM - 3:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Brian Wilbur

Bingo Reverse Mortgage

Sponsor: Kelly and Heather

TransACTIONal

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.

Where: Core Title Group

101 Sahwatch St Suite #212

Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/reverse-mortgage-for-purchase-for-realtors-2-ce-i-downtown-tickets-1693975328809?aff=oddtcreator>



COS

MASTERING THE HUD SALES PROCESS

10:00AM - 12:00PM

Cost: FREE

Credits: 0 CE Credits

Instructor: Terrie Elwood
Quest Real Estate Partners

Sponsor: Hans Fetterhoff
Broker House Mortgage

Description:

Ins and Outs of the HUD Sales process

Where: Core Title Group

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/mastering-the-hud-sales-process-i-downtown-tickets-1693982018819?aff=oddtcreator>



COS

LUNCH & LEARN - The Relationship Between the Realtor and the Roofer

11:00AM - 1:00PM

Cost: FREE

Credits: 1 CE Credit

Instructor: Ian Karcher
Jack's Roofing Company

Sponsor: Marquise, Tim & Bronson
719 Lending

Description: LUNCH WILL BE PROVIDED

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/lunch-learn-the-relationship-between-the-realtor-and-the-roofer-1-ce-i-tickets-1693986030819?aff=oddtcreator>

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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