



2026 September CLASSES

SEP
2

COS

2026 ANNUAL COMMISSION UPDATE CLASS

9:00AM – 1:00PM

Cost: \$45

Credits: 4 CE Credit

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/2026-annual-commission-update-class-4-ce-i-downtown-tickets-1997498979218?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.

SEP
8

Online

CRASH COURSE TO AI IN REAL ESTATE

10:30AM – 11:30AM

Cost: FREE

Credits: 0 CE Credits

Instructor: Tim Park, Park AI Labs



Where: ONLINE



RSVP: <https://us02web.zoom.us/join/register/oxDEibHiSN-W34d7-stb7OQ#/registration>

Description:

A practical introduction to AI tools for real estate agents. Covers the current AI landscape, prompt fundamentals, and listing marketing, and client communication. Agents leave with tools they use the same day.

SEP
9

COS

HOMELIGHT'S BUY BEFORE YOU SELL PROGRAM

10:00AM – 11:00AM

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-1997499505793?aff=oddtcreator>

Description:

HomeLight provides innovative solutions that empower buyers to submit strong, non-contingent offers—whether purchasing with cash or a mortgage. This approach opens doors for a wide range of clients, from busy young families to income-restricted seniors, whether they are moving locally or relocating across the country.

In this class, you'll learn how to confidently leverage HomeLight's programs to create more impactful, value-driven conversations with both buyers and sellers. Discover how to strengthen your buyers' competitive position, protect your sellers' interests, and clearly explain qualification basics so you can effectively present this unique solution as a true differentiator in today's market.



COS

HARNESSING AI FOR SMALL BUSINESS

3:00PM – 4:30PM

Cost: FREE

Credits: 0 CE Credits

Instructor: Jonathan Liebert
BBB of Southern Colorado

Sponsor: Ashlee West, ABTBank



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



RSVP: <https://www.eventbrite.com/e/harnessing-ai-for-small-business-i-downtown-tickets-1997499852831?aff=oddtcreator>

Description:

Artificial Intelligence is rapidly changing how real estate professionals market properties, communicate with clients, and manage their daily workflow. This customized training, led by Jonathan Liebert, CEO of the Better Business Bureau of Southern Colorado, UCCS Professor, nationally recognized AI Thought Leader, and author of *Thought Partner: The Fusion of Soul and System - The AI Collaboration*, focuses on how agents can practically use AI tools like ChatGPT and other leading platforms to work smarter and grow their business.

In this session, participants will learn how AI can streamline tasks, aid in client communication, market research, and social media content—saving time while enhancing professionalism and creativity. Through real-world examples with ChatGPT, CoPilot and Notebook LM and live demonstrations, attendees will discover how to integrate AI into their day-to-day operations in a way that is simple, effective, and immediately useful.

This is a hands-on, practical session designed to help real estate professionals understand the benefits of AI, increase productivity, and stay competitive in an increasingly digital and AI-driven market.



COS

LUNCH & LEARN: REVERSE MORTGAGE CLASSES

11:00AM – 1:30PM

Cost: FREE

Credits: 2 CE Credits Total

Instructor: Nathan Johnson
Mutual of Omaha Reverse Mortgage



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



RSVP: <https://www.eventbrite.com/e/lunch-learn-reverse-mortgage-classes-2-ce-i-downtown-tickets-1997500184824?aff=oddtcreator>

TODAY'S REVERSE MORTGAGE FOR PURCHASE 101 (LIFESTYLE HOME LOAN)

Description: (11:00AM – 12:00PM)

To understand the basics of Today's Reverse Mortgage for Purchase (Lifestyle Home Loan), how focusing on Peak 65 can help grow your business, and how the program can help mature homeowners buy the home they want and save the money they need to better fit their lifestyle.

FREE Lunch Provided: 12:00PM – 12:30PM

TODAY'S REVERSE MORTGAGE 101 (TRADITIONAL HECM)

Description: (12:30PM – 1:30PM)

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.



COS

CREATING HOMEOWNERSHIP IN COLORADO

10:00AM – 12:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Dan Root
CO Housing and Finance Authority



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



RSVP: <https://www.eventbrite.com/e/creating-homeownership-in-colorado-2-ce-i-downtown-tickets-1990913800772?aff=oddtcreator>

Description:

This is a CREC-approved, two-hour training course designed to help real estate brokers understand CHFA's mortgage loan programs and how to use them to support their clients with affordable homeownership options. This course covers CHFA's mission, loan programs, borrower eligibility requirements, down payment assistance options and tools brokers can use to help guide their clients successfully.



COS

BEYOND THE CONTRACT: THE AGENTS ROLE FROM LISTING TO CLOSING

10:00AM - 12:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Marian Martinez and
Heather Hayes, Core Title Group

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/beyond-the-contract-the-agents-role-from-listing-to-closing-2-ce-tickets-1997501627138?aff=oddtcreator>

Description:

This class will teach agents that their job is not done just because the contract has been written.

The agent needs to understand the importance of guiding their client to a successful closing by understanding what questions need to be asked up-front regarding Trusts, LLC's, Power of Attorney's and verifying that they are dealing with the actual owner of the property.

The importance of staying on task is by depositing earnest money on time, providing Trust and LLC documentation to the title company and explaining the title commitment in detail to their customers. We will also review title issues that can arise and how to combat them in a professional and educational manner and if the contract cancels, the steps to return the earnest money.

In conclusion, we will review the products and services Core Title Group, LLC. offers real estate agents to help them succeed to get more client business.



Woodland Park

CONDOS, TOWNHOMES, HOA ISSUES, LENDING, AND HO-6 COVERAGE

1:00PM - 3:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Michaela Petti and
Alisha Baty, The Mortgage Lady



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



RSVP: <https://www.eventbrite.com/e/condos-townhomes-hoa-issues-lending-and-ho-6-coverage-2-ce-tickets-1997501887918?aff=oddtcreator>

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



COS

CONDOS, TOWNHOMES, HOA ISSUES, LENDING, AND HO-6 COVERAGE

10:00AM - 12:00PM

Cost: FREE

Credits: 2 CE Credits

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/condos-townhomes-hoa-issues-lending-and-ho-6-coverage-2-ce-tickets-1997502279088?aff=oddtcreator>

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



COS

DEAL SAVER: INSPECTION EDITION

10:00AM - 12:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Jessica and Ethan Martinez, Arrow Home Inspections
Sponsor: Mary Greenwood
NFM Lending

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

 **RSVP:** <https://www.eventbrite.com/e/deal-saver-inspection-edition-2-ce-i-downtown-tickets-1997502525826?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.



Pueblo

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

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

 **RSVP:** <https://www.eventbrite.com/e/how-divorce-affects-lending-and-what-agents-need-to-watch-for-1-ce-tickets-1997502931038?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.



COS

CUSTOM HOME BUILDING CLASS

10:00AM - 11:30AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Dakota Shafer
Structure Custom Builds
Sponsor: Aaron Keyes & Todd Crane
Valor Premiere Team -
Mortgage Advisors

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

 **RSVP:** <https://www.eventbrite.com/e/custom-home-building-class-1-ce-i-downtown-tickets-1997503085500?aff=oddtcreator>

Description:

This course will teach brokers about the custom home process, what due diligence they need to complete when helping buyers purchase a lot and the financing options available. It will help the brokers better serve their clients while assisting them in the custom home building process.