



2024 October CLASSES

OCT
7

CTM eCONTRACTS BEGINNER CLASS

9:30AM-11:30AM

Where: ONLINE

Cost: \$20 for CE Credit
Credits: 2 CE Credit
Instructor: CTM eContracts

RSVP:
<https://mrisoftware.skilljar.com/ctm-econtracts-beginner-webinar-1>

Description:

In this live training course, we will cover the following topics and processes:

- Navigating the software and using the Paperless Filing Cabinet.
- Using dashboards and the docs management folder.
- Configuring utilities settings and personalizing your account.
- Syncing deadline dates to your Outlook or Google calendar.
- Creating custom deadlines.
- Auto-dating deadline templates.
- Team member access.
- Parent contracts.
- Changing contracts before and after it is locked.
- Auto-dating deadlines, purchase price, and terms.
- Searching for properties using the Save Time! feature.
- Save Time links and databases in eContracts.
- Copying and duplicating locked contracts.

Online

OCT
7

THE UGLY TRUTH NOT THE PRETTY LIES, BEHIND THE SCENES OF THE MORTGAGE WORLD

1:00PM - 4:00PM

Where: ONLINE

Cost: FREE
Credits: 3 CE Credit
Instructor: Todd Pazol

Pazol Mortgage

RSVP:
<https://us02web.zoom.us/join/register/tZMkce6prTlpGNfm7mv9zh-k5voBUwREgl58Q>

Description:

From A to Z on how it really works so you can educate your clients better when talking with a lender.

Online

OCT
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1031 SECRETS THAT WIN YOU LISTINGS

9:30AM - 11:30AM

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

Cost: FREE
Credits: 2 CE Credits
Instructor: Chad Engler & Brady Mullen, American Liberty Mortgage

RSVP: <https://www.eventbrite.com/e/1031-secrets-that-win-you-listings-2-ce-i-downtown-tickets-1007870316247?aff=oddtcreator>

Description:

Many investors are looking for the right opportunity to list their investment portfolios. Helping them understand they can use IRC section 1031 for many creative options can help you win investors' business and separate you from your competition.

- Gain a general understanding of the 1031 exchange process and important rules for a successful exchange
- Identify different circumstances where a 1031 exchange can benefit real estate investors
- How to utilize passive investment opportunities such as Delaware Statutory Trusts (DST) and oil & gas mineral rights to target owners of investment properties who may not have the desire to be a landlord any longer

CO3



HOW TO GET THROUGH PROBATE

1:00PM - 2:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Nicole D'Arpa
Axis Law Group

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

RSVP: <https://www.eventbrite.com/e/how-to-get-through-probate-1-ce-i-downtown-tickets-1007867166827?aff=oddtcreator>

Description:

In this class, you will learn the ins and outs of the probate process and how it can affect a sale, including death of a client during a sale and a beneficiary who wants to sell.

COS



FIX IT BEFORE YOU LIST IT

9:00AM - 10:00AM

Cost: FREE
Credits: 0 CE Credits
Instructor: Greg Rockwell
Groundworks

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

RSVP: <https://www.eventbrite.com/e/fix-it-before-you-list-it-i-downtown-tickets-1007880857777?aff=oddtcreator>

Description:

Who is Groundworks, and what do they do?

- Foundation Repair - Causes, Symptoms and Solutions (Soil Types and Issues, Causes of Settlement)
- Crawl Space Repair - Causes, Symptoms and Solutions (Crawl Space Science and Evolution of building codes)
- Basement Water Problems - Causes, Symptoms and Solutions (Recognizing a problem & why basements leak)
- Concrete Settlement - Causes, Symptoms and Solutions (Importance of water management in protecting concrete)

COS



THE UNKNOWN POWER OF VA LOANS

1:00PM - 2:00PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Zack Tarbet, Tarbet
Mortgage Team - Edge Home Finance

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

RSVP: <https://www.eventbrite.com/e/the-unknown-power-of-va-loans-i-downtown-tickets-1007890235827?aff=oddtcreator>

Description:

Understanding the basics of VA Loans, the VA Loan Appraisal process, and how to make a VA loan offer stand out.

COS



LUNCH & LEARN: REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

12:00PM - 3:30PM

Cost: FREE
Credits: 3 CE Credits
Instructor: Brian Wilbur
Bingo Reverse Mortgage

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-i-downtown-tickets-1007897266857?aff=oddtcreator>

Description: LUNCH WILL BE PROVIDED!

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.

COS



LUNCH & LEARN: REVERSE MORTGAGE FOR PURCHASE FOR REALTORS

12:00PM - 3:30PM

Cost: FREE
Credits: 3 CE Credits
Instructor: Brian Wilbur
Bingo Reverse Mortgage

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

RSVP: <https://www.eventbrite.com/e/reverse-mortgage-for-purchase-for-realtors-i-woodland-park-tickets-1007903224677?aff=oddtcreator>

Description: LUNCH WILL BE PROVIDED!

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.



INFORMATION SECURITY FOR REAL ESTATE PROFESSIONALS

9:00AM - 12:00PM

Cost: \$35
Credits: 3 CE Credits
Instructor: Thomas Glanville
Agent Protection
Sponsor: Jeremy Betterson and
Dan Schultz, Ent Credit Union

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

RSVP: <https://www.eventbrite.com/e/information-security-for-real-estate-professionals-3-ce-i-downtown-tickets-1007908460337?aff=oddtcreator>

Description:

The purpose of this class is to teach the real estate professional on the issue of information security, ID Theft, and the laws associated with the real estate industry. The attendee will not only learn those aspects but what the requirements are for the broker and what is needed to have in place for compliance, Errors & Omissions Insurance, and to create a Defensible Position by making a Good Faith Attempt in case an information incident occurs. This will in turn protect the broker/brokerage from damages such as fines, penalties, and lawsuits.



LUNCH & LEARN - RENOVATION 101

12:00PM - 1:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Lerea Mares
Cross Country Mortgage

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-renovation-101-1-ce-i-downtown-tickets-1007915320857?aff=oddtcreator>

Description: LUNCH WILL BE PROVIDED

This 1 Hour CE Course is designed to educate agents about renovation loan products that enable borrowers to purchase a home in need of repairs, including the necessary funds for renovation in the loan balance.



HOW IS DIVORCE IMPACTING HOMEBUYERS?

1:00PM - 3:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Karla Kyte and Lerea Mares, Cross Country Mortgage
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-is-divorce-impacting-homebuyers-2-ce-i-downtown-tickets-1007920676877?aff=oddtcreator>

Description:

A great class for Realtors who in 2024 are looking for ways to grow their business with great tactics to expand their referral network and learning more about the divorce space and how to it relates to real estate and Lending.

- How Real Estate and Mortgage Financing intersect
- CDLP deep dive
- The Power of Collaboration



2024 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company, REALTORS®

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

RSVP: <https://www.eventbrite.com/e/2024-annual-commission-update-class-i-downtown-colorado-springs-tickets-1020610783327?aff=oddtcreator>

Description:

The 2024 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



2024 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$10
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/2024-annual-commission-update-class-10-ticket-i-downtown-i-sponsored-tickets-1020613541577?aff=oddtcreator>

Description:

The 2024 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



FINANCE FRIENDLY CONTRACTS

2:00PM - 3:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Andrew Long, Community
Banks of Colorado
Sponsor: Kelly and Heather
TransACTIONal

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

RSVP: <https://www.eventbrite.com/e/finance-friendly-contracts-1-ce-i-downtown-tickets-1007926383947?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

Angie Cooper
University Director/Sales/Marketing

  
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ACooper@CoreTitleGroupLLC.com
CoreTitleGroupLLC.com

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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