



2026 December CLASSES

DEC
1

Fair Housing Class

8:30 AM – 10:30 AM

Cost: \$20
Credits: 2 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/fair-housing-class-2-ce-i-downtown-tickets-1999443836338?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 fair housing, plus do's and don'ts to help you improve your bottom line and feel better with the public.

COS

DEC
1

LUNCH & LEARN: Ethics Class

11:00 AM – 3:30 PM

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/lunch-learn-ethics-class-4-ce-i-downtown-tickets-1999443903539?aff=oddtcreator>

Description:

Understand the REALTOR® Code of Ethics, including practical application of its Articles through real-life examples. This relevant class will help you improve your bottom line and avoid complaints to your REALTOR® Association and the Real Estate Commission. The class counts as four hours of elective credit for Colorado licensure.

COS

DEC
2

Assumable Loans: Opportunity, Confusion, and What Realtors Need to Know

10:00 AM – 11:00 AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Michaela Petti &
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/assumable-loans-opportunity-confusion-and-what-realtors-need-to-know-tickets-1999796201271?aff=oddtcreator>

Description:

With rates where they are, assumable loans are generating more interest – and more confusion. This class explains what loans are assumable, how the process actually works, what the timeline looks like, and what risks buyers and sellers face. Agents leave with a realistic picture of when assumptions make sense and when to pump the brakes.

Woodland
Park

Angie Cooper
University Director/Sales/Marketing

  
(D) 719.418.7344 | (O) 719.219.8500
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!

Follow Us!
   @CoreTitleGroupLLC



COS

Today's Reverse Mortgage for Purchase 101 (Lifestyle Home Loan)

3:30 PM - 4:30 PM

Cost: FREE
Credits: 1 CE Credit
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/todays-reverse-mortgage-for-purchase-101-lifestyle-home-loan-1-ce-tickets-1999796513204?aff=oddtcreator>

Description:

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.

*HAPPY HOUR TO FOLLOW



COS

Self-Employed Buyers: How They Qualify and How Agents Can Help Them Prepare to Buy

10:00 AM - 11:00 AM

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

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

RSVP: <https://www.eventbrite.com/e/self-employed-buyers-how-they-qualify-and-how-agents-can-help-them-prep-tickets-1999796942488?aff=oddtcreator>

Description:

Self-employed buyers are often strong candidates who just need more runway. This class explains how income is calculated from tax returns, what write-offs hurt qualifying, and how agents can set timelines that actually work. Covers 1099 earners, S-corps, sole proprietors, and lender documentation requirements.



Online

Crash Course to AI in Real Estate

10:30 AM - 11:30 AM

Cost: FREE
Credits: 0 CE Credits
Instructor: Tim Park, Park AI Labs

Where: Online

RSVP: <https://us02web.zoom.us/join/8V7f4hrLQyO5E-5oJwhW8Q#/registration>

Description:

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



Pueblo

Cash to Close: Gift Funds, Down Payment Assistance, Grants, Assets, and Paper Trail Issues

1:00 PM - 2:00 PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Michaela Petti &
Alisha Baty, The Mortgage Lady
Sponsor: Karen Harvey, RE/MAX

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

RSVP: <https://www.eventbrite.com/e/cash-to-close-gift-funds-down-payment-assistance-grants-assets-and-tickets-1999799292517?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

Deal Saver: Inspection Edition

10:00 AM - 12:00 PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Jessica & Ethan Martinez
Arrow Home Inspections

Sponsor: Mary Katungu
NEXA 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-1999799420901?aff=oddtcreator>

Description:

This course helps real estate professionals navigate one of the most emotional and deal-threatening stages of the transaction: the home inspection. It 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, and emerging inspection trends.



COS

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

1:00 PM - 3:00 PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Michaela Petti &
Alisha Baty, The Mortgage Lady

Sponsor: Kelly & 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-2001617181873?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

What Agents Should Know About Conventional Lending

9:00 AM - 11:00 AM

Cost: FREE

Credits: 2 CE Credits

Instructor: Ryan Jahnke
719 Lending



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



RSVP: <https://www.eventbrite.com/e/what-agents-should-know-about-conventional-lending-2-ce-i-downtown-tickets-1999799526216?aff=oddtcreator>

Description:

Learn the fundamentals of conventional financing, current guidelines, and how to confidently navigate common questions from buyers.



Online

You Want Me To Do What? - Title Commitment Class

1:00 PM - 3:00 PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Kevin Sloan
WESTCOR Land Title Insurance



Where: Online



RSVP: <https://register.gotowebinar.com/register/163170182386569310>

Description:

What steps should a real estate agent take when the title commitment has conditions or requirements listed? This class looks at various requirements as well as curative actions needed to remedy the requirements before closing. This class is approved for two hours of Real Estate Continuing Education Credit in Colorado.