



# 2024 December CLASSES

DEC 3

COS

## 2024 Annual Commission Update

9:00AM - 1:00PM

**Cost:** \$35  
**Credits:** 4 CE Credits  
**Instructor:** Liz Bowen  
Liz Bowen Coaching  
**Sponsor:** Kelly & Heather  
TransACTIONal

**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-tickets-1076967511819?aff=oddttdtcreator>

### 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.

DEC 4

Online

## The Ugly Truth Not The Pretty Lies, Behind The Scenes of the Mortgage

10:00AM - 1:00PM

**Cost:** FREE  
**Credits:** 3 CE Credits  
**Instructor:** Todd Pazol  
Pazol Mortgage

**Where:** ONLINE

**RSVP:** [https://us02web.zoom.us/join/zoom/register/tZYtf-6sqzloGt3-Kvl1bgoSE\\_JSl0sV6UgR](https://us02web.zoom.us/join/zoom/register/tZYtf-6sqzloGt3-Kvl1bgoSE_JSl0sV6UgR)

### Description:

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

DEC 5

Woodland Park

## 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/lunch-learn-reverse-mortgage-for-purchase-for-realtors-i-woodland-park-tickets-1076976368309?aff=oddttdtcreator>

### 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.

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!

Follow Us!  
  @CoreTitleGroupLLC

DEC

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Online

## Advanced Webinar For Continuing Education

2:00PM - 4:00PM

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

**Where:** ONLINE

**RSVP:**

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

**Description:**

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

- Ordering and tracking O&E's before listing presentations.
- Ordering, updating, and canceling title orders through your title partner.
- Converting MEC/SSA deadline formulas to calendar dates. - Backing up (ZIP IT) your transactions.
- Updating deadline dates from a counterproposal or an amend/extend.
- 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.

DEC

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CO

## Finance Friendly Contracts

2:00PM - 4:00PM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Andrew Long  
Community Banks of Colorado  
**Sponsor:** Julie Logan  
Intergrity Cleaning-Services

**Where:** Core Title Group

101 Sahwatch St Suite #212  
Colorado Springs, CO 80903

**RSVP:**

<https://www.eventbrite.com/e/finance-friendly-contracts-i-downtown-i-sponsored-tickets-1076980861749?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.

DEC

10

CO

## WTF Condos (Warranty, Title, Financing)

10:30AM - 11:30AM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Preston Fayas  
Luminate Home Loans  
**Sponsor:** Kelly & Heather  
TransACTIONal

**Where:** Core Title Group

101 Sahwatch St Suite #212  
Colorado Springs, CO 80903

**RSVP:**

<https://www.eventbrite.com/e/wtf-condos-warranty-title-financing-1-ce-i-downtown-tickets-1077052796909?aff=oddtcreator>

**Description:**

- Explore the lending changes that have been implemented for financing condos and how to research and navigate roadblocks.
- Learn how to position your condo listing more competitively in the market and know what lending options are available beforehand!
- Walk-away with comprehensive checklists of what criteria the associations must meet and which lending programs are available!

DEC

10

CO

## Red Line Class (Contracts Class)

2:00PM - 3:00PM

**Cost:** \$25  
**Credits:** 1 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/red-line-class-contracts-class-1-ce-i-downtown-tickets-1077019858389?aff=oddtcreator>

**Description:**

Detailed discussion of 2024 changes in Commission-approved contract forms.



## 2024 Annual Commission Update

9:00AM - 1:00PM

**Cost:** \$45  
**Credits:** 4 CE Credits  
**Instructor:** Doug Barber  
The Rawhide Company, REALTORS®  
**Sponsor:** Meghan Beacham  
Ent Credit Union

**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-tickets-1077023539399?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.

\*Regular Class Fee is \$45 but our sponsor is paying \$35 for each attendee.

EOS



## ETHICS

11:00AM - 3:00PM

**Cost:** \$45  
**Credits:** 4 CE Credits  
**Instructor:** Doug Barber  
The Rawhide Company, REALTORS®  
**Sponsor:** Marquise Bowers &  
Tim Chase 719 Lending

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

**RSVP:** <https://www.eventbrite.com/e/ethics-class-i-downtown-i-sponsored-tickets-1077032817149?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.

EOS



## LUNCH & LEARN: How Estate Planning Prevents a Sale from Going to Probate

12:00PM - 1:00PM

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Nicole D'Arpa  
Axis Law Group  
**Sponsor:** Mary Greenwood  
Wildwood Lending

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-how-estate-planning-prevents-a-sale-from-going-to-probate-tickets-1077046839089?aff=oddtcreator>

**Description: \*LUNCH WILL BE PROVIDED**

How Estate Planning Prevents a Sale from Going to Probate: What is the best way to make sure a property avoids probate? In this class, you will learn what a full estate plan entails and how clients can protect their assets.

EOS



## LUNCH & LEARN: Avoid the Aggravations of Home Inspections

11:00AM - 1:30PM

**Cost:** FREE  
**Credits:** 2 CE Credit  
**Instructor:** Mark Baxley  
Brick and Mortar Home Inspections  
**Sponsor:** Marquise Bowers &  
Tim Chase 719 Lending

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-avoid-the-aggravations-of-home-inspections-i-downtown-tickets-1077814535289?aff=oddtcreator>

**Description: \*LUNCH WILL BE PROVIDED**

The home inspection is one of the most crucial parts of the home buying process. Offers are finalized or revoked as a result of a home inspectors report. A home inspection can be a source of anxiety for buyers, sellers, and real estate agents. However, real estate agents can ease some of their client's anxieties by helping them be better educated and prepared for the home inspection process. Many aggravations can be avoided if the real estate agents prepare the buyer and seller before the inspection takes place.

EOS