



# 2025 December CLASSES

DEC  
2

Pueblo

## 2025 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

**Cost:** \$45

**Credits:** 4 CE Credits

**Instructor:** Doug Barber  
The Rawhide Company, REALTORS

**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-1681284189269?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.

DEC  
2

COs

## SECURITY DEPOSITS

11:00AM - 12:30PM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Michelle Marie Kinney  
Property Shoppe, LLC

**Sponsor:** Mary Greenwood  
NFM Lending

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

**RSVP:** <https://www.eventbrite.com/e/security-deposits-1-ce-i-downtown-tickets-1967769295935?aff=oddtcreator>

### 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.

DEC  
3

COs

## TRANSFERRING TITLE OF PROBATE AND TRUST ESTATES

10:00AM - 11:00AM

**Cost:** FREE

**Credits:** 1 CE Credit

**Instructor:** Whitney Hey  
Hammond Law Group

**Sponsor:** Tim Chase & Nicholle Corwin  
719 Lending

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

**RSVP:** <https://www.eventbrite.com/e/transferring-title-of-probate-and-trust-estates-1-ce-i-downtown-tickets-1967770793414?aff=oddtcreator>

### Description:

This course covers the various ways to transfer property via deeds from one owner to another, how to buy, sell, and close on property from a probate, what trusts are, and how to sell real estate from a trust.



Online

## 2025 ANNUAL COMMISSION UPDATE

**9:00AM - 1:00PM**

**Cost:** \$35  
**Credits:** 4 CE Credits  
**Instructor:** Liz Bowen  
Liz Bowen Coaching

**Where:** ONLINE

**RSVP:** <https://2025acucoredec.eventzilla.net/e/2138653224>

### 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

## OPENING MORE DOORS WITH DOWN PAYMENT ASSISTANCE AND LOW/NO DOWN PROGRAMS

**1:00PM - 3:00PM**

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Linnea Clayton  
Paragon Mortgage Services, Inc  
**Sponsor:** Kelly and Heather  
TransACTIONal

**Where:** Core Title Group

101 Sahwatch St Suite #212  
Colorado Springs, CO 80903

**RSVP:** <https://www.eventbrite.com/e/opening-more-doors-with-down-payment-assistance-and-lowno-down-programs-tickets-1967771762312?aff=oddtcreator>

### Description:

In-depth look at multiple down payment assistance programs, along with low down payment and no down payment options for not just first-time home buyers but also repeat buyers.



COS

## 2025 ANNUAL COMMISSION UPDATE

**1:00PM - 5:00PM**

**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/2025-annual-commission-update-class-4-ce-i-downtown-tickets-1681294590379?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.



Pueblo

## LUNCH & LEARN THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

**11:00AM - 1:00PM**

**Cost:** FREE  
**Credits:** 1 CE Credits  
**Instructor:** Ian Karcher  
Jack's Roofing Company  
**Sponsor:** Karin Kovalovsky  
Navy Federal Credit Union

**Where:** Core Title Group

1320 Fortino Blvd Ste A  
Pueblo, CO 81008

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-the-relationship-between-the-realtor-and-the-roofer-1-ce-tickets-1967779394139?aff=oddtcreator>

### Description: LUNCH WILL BE SERVED

How to best situate yourself as a realtor to not have unexpected roofing issues with closings/ new innovative, alternative to roof replacement aka Regranulation.



Online

## CTM ECONTRACTS - BEGINNER WEBINAR

**1:00PM - 3:00PM**

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

**Where:** ONLINE

**RSVP:** <https://mrsoftware.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.



Pueblo

## MASTERING SHORT SALES: FROM CHAOS TO CLOSING

**10:00AM - 12:00PM**

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Becky Wallen

Core Title Group

**Sponsor:** Tim Chase & Nicholle Corwin  
719 Lending

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

**RSVP:** <https://www.eventbrite.com/e/mastering-short-sales-from-chaos-to-closing-2-ce-i-pueblo-tickets-1967780600748?aff=oddtcreator>

### Description:

Clients in financial distress need an agent who can guide them through one of the toughest transactions they'll ever face. This CE-certified short sale class equips you with the knowledge, resources, and confidence to be that agent. You'll learn real-world strategies, risk management tips, and insider scripts that help you protect your clients, speed up approvals, and close with less stress—all while earning your CE credits.



COS

## FAIR HOUSING CLASS

**2:00PM - 4:00PM**

**Cost:** \$20  
**Credits:** 2 CE Credits  
**Instructor:** Doug Barber

The Rawhide Company, REALTORS

**Sponsor:** Tim Chase & Nicholle Corwin  
719 Lending

**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-1681302945369?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

## MASTERING THE HUD SALES PROCESS

**10:00AM - 12:00PM**

**Cost:** FREE  
**Credits:** 0 CE Credits  
**Instructor:** Terrie Elwood

Quest Real Estate Partners

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

**RSVP:** <https://www.eventbrite.com/e/mastering-the-hud-sales-process-i-pueblo-tickets-1967781830426?aff=oddtcreator>

### Description:

Ins and Outs of the HUD Sales process



005

## LUNCH & LEARN - BBB AI POWERUP

12:00pm - 2:00PM

**Cost:** FREE

**Credits:** 0 CE Credits

**Instructor:** Jonathan Liebert  
BBB of Southern Colorado

**Sponsor:** Mary Greenwood  
NFM Lending

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-bbb-ai-powerup-class-i-downtown-tickets-1967782667931?aff=oddtcreator>

### Description:

Step into the future of business with this fast-paced, hands-on session designed to show small business owners how to harness the power of generative AI. In this session, you'll discover what AI really is (and isn't), explore real-world tools you can start using today, and see live demonstrations that will spark new ideas for saving time, boosting productivity, and engaging customers in smarter ways. This practical, interactive, session will be tailored to help you walk away with immediate strategies you can apply to your business. Whether you're brand new to AI or already curious, the BBB AI PowerUp will give you the confidence and clarity to unlock your business's next level of growth.

*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