



2026 April CLASSES

CTM eContracts INTERMEDIATE CLASS

APR
7

9:30AM - 11:30AM

Where: ONLINE

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

RSVP:

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

Description:

- Using time management tools on the main and detailed dashboards. - Generating reports for quarterly taxes and tracking marketing strategies. - Creating and using parent contract templates. - Creating transactions using quick start. - Completing eContracts and closing MLS info sheets. - Finding and using HOA, attorney, appraiser, and title databases. - Using the Save Time property search feature. - How the integration works for buyer and listing agents. - Recreating and adding buyers' names to disclosures. - Managing multiple offers by creating sub-folders. - Printing PDFs. - Adding signature fields to PDFs using SMART Signature Technology. - Creating ZIP files of all docs for compliance. - Updating transaction statuses.

Online

LUNCH & LEARN - SMART REAL ESTATE INVESTMENTS TECHNIQUES FOR IDENTIFYING WINNING PROPERTIES

APR
7

11:00AM - 1:00PM

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

Cost: FREE
Credits: 1 CE Credit
Instructor: Rich Arzaga, The Real Estate Whisperer® Financial Planning
Sponsor: Anna Lambacher
Premier Carpet Cleaning & Rare Restoration

RSVP: <https://www.eventbrite.com/e/lunch-learn-smart-real-estate-investments-techniques-for-identify-tickets-1981864680610?aff=oddtcreator>

Description:

This program is designed for real estate brokers, agents, and affiliates who support clients in making real estate investment decisions. The session will explore the essential tools and techniques to identify and select properties that enhance portfolio performance. Participants will gain insights into the suitability of investment real estate, the principles of investing in this difficult-to-master asset class, and the importance of measuring an investment property's potential performance and contribution to a client's financial goals. The session will also explore common advice gaps in real estate portfolio management and how to bridge them, ultimately leading to more informed and effective client outcomes. Through practical examples, case studies, and visual aids, attendees will leave with actionable strategies to help their clients build and maintain successful real estate portfolios.

This program is designed to engage the audience, address common challenges, and equip professional advisors with tangible strategies they can apply immediately in their practice.

TAKEAWAYS:

- Identifying Common Advice Gaps: Recognize the potential risks and missed opportunities from inadequate advice.
- Leveraging Performance Tools: Utilize tools to stay ahead of market trends and make informed decisions.
- Evaluating The Cash Flow Model: Learn the difference between a typical client's cash flow forecast and reality.
- Risk Assessment Strategies: Develop methods to evaluate and mitigate potential risks in real estate investments.
- Case Study Application: Apply real-world examples better to understand the impact of the property selection process.
- Encouraging Client-Centric Planning Conversations: Emphasize the importance of a tailored approach to each client's unique situation.

***LUNCH WILL BE PROVIDED**

COS

DOUBLE CLASS DAY!

APR

8

TITLE 101 CLASS

10:00AM - 12:30PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Marian Martinez and
Heather Hayes, Core Title Group

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

RSVP: https://www.eventbrite.com/e/double-class-title-101-class-2-ce-tools-that-win-listings-i-downtown-tickets-1984397027929?aff=oddtcreator&keep_tld=true

Description:

What is Title Insurance anyway? In this class we will review a sample title commitment going over all requirements and sections and cracking the code on what in the world it all means!

STAND OUT OR GET PASSED OVER: TOOLS THAT WIN LISTINGS AND OFFERS

Credits: 0 CE Credits
Instructor: Linnea Clayton
Paragon Mortgage Services, Inc

Description:

Today's buyers and sellers expect more from their agent. Learn how to walk into a listing appointment with a clear advantage and submit offers sellers take seriously.

The Bulletproof Buyer & Listing Advantage shows agents how to:

- Convert more buyer consultations
- Win more listing presentations
- Strengthen their offers in competitive markets
- Deliver a more professional client experience

COS

APR

8

MASTERING THE VA AND FHA MORTGAGE ASSUMPTION

10:30AM - 11:30AM

Cost: FREE
Credits: 0 CE Credits
Instructor: Craig O'Boyle
Assumption Solutions
Sponsor: Anna Lambacher
Premier Carpet Cleaning & Rare Restoration

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

RSVP: <https://www.eventbrite.com/e/mastering-the-va-and-fha-mortgage-assumption-i-pueblo-tickets-1981864817018?aff=oddtcreator>

Description:

Master the VA & FHA Mortgage Assumption is a practical class for real estate professionals looking to stand out in today's market. You'll learn what mortgage assumptions are, why VA and FHA assumable loans create powerful value, and how the process works from contract to closing. We'll cover how to identify assumable opportunities and avoid common pitfalls that slow deals down. You'll also learn how to market assumable loans effectively to attract more buyers and win more listings. The class concludes with proven strategies agents use to turn mortgage assumptions into more closings and repeat business.

Pueblo

LUNCH & LEARN

THE RELATIONSHIP BETWEEN THE REALTOR AND THE ROOFER

11:00AM - 1:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Ian Karcher
Jack's Roofing Company
Sponsor: Justin Buckner, ANB Bank

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-the-relationship-between-the-realtor-and-the-roofer-1-ce-tickets-1981865006585?aff=oddtcreator>

Description:

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

***LUNCH WILL BE PROVIDED**

COS



COS

2026 ANNUAL COMMISSION UPDATE CLASS

9:00AM - 1:00PM

Cost: \$45
Credits: 4 CE Credits
Instructor: Doug Barber
The Rawhide Company
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-1981945453203?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.



Woodland Park

MASTERING THE VA AND FHA MORTGAGE ASSUMPTION

10:30AM - 11:30AM

Cost: FREE
Credits: 0 CE Credits
Instructor: Craig O'Boyle
Assumption Solutions

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

RSVP: <https://www.eventbrite.com/e/mastering-the-va-and-fha-mortgage-assumption-i-woodland-park-tickets-1981945615689?aff=oddtcreator>

Description:

Master the VA & FHA Mortgage Assumption is a practical class for real estate professionals looking to stand out in today's market. You'll learn what mortgage assumptions are, why VA and FHA assumable loans create powerful value, and how the process works from contract to closing. We'll cover how to identify assumable opportunities and avoid common pitfalls that slow deals down. You'll also learn how to market assumable loans effectively to attract more buyers and win more listings. The class concludes with proven strategies agents use to turn mortgage assumptions into more closings and repeat business.



COS

FinCEN CLASS

1:00PM - 2:00PM

Cost: FREE
Credits: 1 CE Credit
Instructor: Janet Sosnowski
ET Investments LLC
Sponsor: Kelly and Heather
TransACTIONal

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

RSVP: <https://www.eventbrite.com/e/fincen-class-1-ce-i-downtown-tickets-1983460308175?aff=oddtcreator>

Description:

The Course Topics Include

- How to recognize if FinCEN reporting is required
- Reviewing the forms that your clients will need to fill out
- Establishing what you and your industry partners roles are to successfully adhere to the rule



COS

ESTATE PLANNING

10:00AM - 12:00PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Paul Mason
Mason Law & Planning Group
Sponsor: Ashlee West, ABT Bank

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

RSVP: <https://www.eventbrite.com/e/estate-planning-class-i-downtown-tickets-1981945871454?aff=oddtcreator>

Description:

Uncover the intricacies of estate planning and learn strategies to bypass probate and its associated challenges. Planning to protect in the event of incapacitation. What happens if you or your spouse becomes incapacitated? What steps will you take to safeguard your wealth and legacy? Have you put plans in place for your business?

