



2025 April CLASSES

APR
3

RENOVATION LOANS: TAKING HOMES FROM DRAB TO FAB

10:00AM - 12:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Patrick Brock
USA 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/renovation-loans-taking-homes-from-drab-to-fab-2-ce-i-downtown-tickets-1278387343959?aff=oddtcreator>

Description:

Unlock the secrets to turning ordinary properties into extraordinary dream homes with our comprehensive Continuing Education class led by a seasoned mortgage professional. In this engaging session, participants will delve into the world of renovation loans, discovering how they can revitalize and rejuvenate properties, taking them from drab to fab.

Under the expert guidance of our instructor, participants will explore real-life case studies and success stories, illustrating the transformative power of renovation loans. From outdated kitchens and bathrooms to neglected exteriors and beyond, learn how these innovative financing options can breathe new life into properties, increasing their value and appeal in the competitive real estate market.

COS

*FREE LUNCH & LEARN - DOUBLE CLASS WITH 2 CE CREDITS!

APR
3

TODAY'S REVERSE MORTGAGE FOR PURCHASE 101 (LIFESTYLE HOME LOAN)

11:00AM - 12:00PM

Cost: \$5.00 Donation to the Springs
Rescue Mission is encouraged.
Credits: 1 CE Credit
Instructor: Nathan Johnson
Mutual of Omaha Reverse Mortgage

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-reverse-mortgage-classes-2-ce-i-pueblo-tickets-1278463100549?aff=oddtcreator>

Description:

To 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.

Lunch: 12:00pm-12:30pm

TODAY'S REVERSE MORTGAGE 101 (TRADITIONAL HECM)

12:30PM - 1:30PM

Cost: \$5.00 Donation to the Springs
Rescue Mission is encouraged.
Credits: 1 CE Credit

Description:

To understand the basics of Today's Reverse Mortgage, how it can be used to help mature homeowners remain in their home, age in place, and safely access home equity to retire more freely.

Pueblo



COS

OUT OF THE BOX FINANCING

1:00PM - 2:00PM

Cost: Free
Credits: 1 CE Credit
Instructor: Debbie Havens
Revolution Mortgage

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

RSVP: <https://www.eventbrite.com/e/out-of-box-financing-class-i-downtown-tickets-1274621259499?aff=oddtcreator>

Description:
Learn the ins and outs of creative financing.



COS

ESTATE PLANNING AND PROPERTY DEEDS

10:00AM - 11:00AM

Cost: Free
Credits: 1 CE Credit
Instructor: Nicole D'Arpa
Axis Law Group
Sponsor: Mary Greenwood
NFM Lending

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

RSVP: <https://www.eventbrite.com/e/estate-planning-and-property-deeds-1-ce-i-downtown-i-sponsored-tickets-1274653746669?aff=oddtcreator>

Description:
We discuss the different types of deeds and how they impact estate plans.



COS

LUNCH & LEARN - Mobile/Manufactured Home Transaction and Financing

11:30AM - 12:30PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Justin Buckner, ANB Bank
Sponsor: Daryion Morgan
Goosehead Insurance

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

RSVP: <https://www.eventbrite.com/e/lunch-learn-mobilemanufactured-home-transaction-and-financing-tickets-1286885752929?aff=oddtcreator>

Description: *LUNCH WILL BE PROVIDED
This class covers the benefits to purchasing a mobile home in a market with high living cost, and details the advantages of ANB Bank's Mobile and Manufactured Home programs. The course is designed to offer a comprehensive overview of the transaction process and provide Realtors with important information needed to engage a lender and successfully broker the change of ownership.



COS

UNDERSTANDING ALT -A LENDING CLASS

10:00AM - 11:00AM

Cost: Free
Credits: 1 CE Credit
Instructor: Lisa Hernandez
Bear Creek Mortgage Corp

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

RSVP: <https://www.eventbrite.com/e/understanding-alt-a-lending-class-1ce-i-downtown-tickets-1274694598859?aff=oddtcreator>

Description:
This course is geared to understanding the new subprime market and how you can get more buyers qualified to purchase homes! Learn all about stated loan products! A must for any self-employed borrower!!!!

*FREE LUNCH & LEARN - DOUBLE CLASS WITH 2 CE CREDITS!

APR

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TODAY'S REVERSE MORTGAGE FOR PURCHASE 101 (LIFESTYLE HOME LOAN)

11:00AM - 12:00PM

Cost: \$5.00 Donation to the Springs
Rescue Mission is encouraged.

Credits: 1 CE Credit

Instructor: Nathan Johnson
Mutual of Omaha 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-classes-2-ce-i-woodland-park-tickets-1278466911949?aff=oddtcreator>

Description:

To 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.

Lunch: 12:00pm-12:30pm

TODAY'S REVERSE MORTGAGE 101 (TRADITIONAL HECM)

12:30PM - 1:30PM

Cost: \$5.00 Donation to the Springs
Rescue Mission is encouraged.

Credits: 1 CE Credit

Description:

To understand the basics of Today's Reverse Mortgage, how it can be used to help mature homeowners remain in their home, age in place, and safely access home equity to retire more freely.

Woodland Park

APR

10

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

11:30AM - 1:00PM

Cost: FREE

Credits: 1 CE Credit

Instructor: Ian Karcher
Jack's Roofing Company

Sponsor: Team Copeland
Cross Country Mortgage

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-1274705421229?aff=oddtcreator>

Description: *LUNCH WILL BE PROVIDED

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

Pueblo

APR

10

FINANCE FRIENDLY CONTRACTS

2:00PM - 4:00PM

Cost: Free

Credits: 2 CE Credit

Instructor: Andrew Long
Community Banks of Colorado

Sponsor: Sergio Coria
Grand Line Roofing

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

RSVP: <https://www.eventbrite.com/e/finance-friendly-contracts-2-ce-i-down-town-i-sponsored-tickets-1278267575729?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



COS

RENTALS AND ESTATE PLANNING

10:00AM - 11:00AM

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

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

RSVP: <https://www.eventbrite.com/e/rentals-and-estate-planning-1-ce-i-down-town-i-sponsored-tickets-1274723384959?aff=oddtcreator>

Description:

We discuss the importance of liability protection and the difference between a property being owned by an LLC, Trust, or individual.



Pueblo

UNDERSTANDING ALT -A LENDING CLASS

10:30AM - 11:30AM

Cost: FREE
Credits: 1 CE Credit
Instructor: Lisa Hernandez
Bear Creek Mortgage Corp

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

RSVP: <https://www.eventbrite.com/e/understanding-alt-a-lending-class-1-ce-i-pueblo-tickets-1278270213619?aff=oddtcreator>

Description:

This course is geared to understanding the new subprime market and how you can get more buyers qualified to purchase homes! Learn all about stated loan products! A must for any self-employed borrower!!!!



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/rentals-and-estate-planning-1-ce-i-down-town-i-sponsored-tickets-1274723384959?aff=oddtcreator>

Description: *LUNCH WILL BE PROVIDED

We discuss the importance of liability protection and the difference between a property being owned by an LLC, Trust, or individual.



Pueblo

MORTGAGE MASTERY CLASS: REALTOR'S GUIDE TO THE LOAN PROCESS

11:00AM - 1:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Patrick Brock
USA Mortgage

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

RSVP: <https://www.eventbrite.com/e/mortgage-mastery-class-i-pueblo-tickets-1279627463189?aff=oddtcreator>

Description:

Empower yourself with the knowledge and skills needed to navigate the intricacies of the loan process like a seasoned professional in our Continuing Education class, "Mortgage Mastery: Realtor's Guide to the Loan Process." Led by a experienced mortgage expert, this comprehensive course is designed specifically for real estate agents seeking to enhance their understanding of the mortgage journey from start to finish. In this immersive session, participants will gain invaluable insights into every aspect of the loan process, equipping them with the tools and confidence to guide their clients seamlessly through each stage of securing financing. From pre-qualification to closing, our instructor will provide a step-by-step breakdown of the entire process, demystifying complex terminology and procedures along the way.



Online

CTM ECONTRACTS ADVANCED CLASS

9:30AM - 11:30AM

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:

Ordering and tracking O&Es before listing presentations. Ordering, updating, and canceling title orders through your title partner. Converting MEC/SSA deadline formulas to calendar dates. Updating deadline dates from a counterproposal or an amendment/extension. 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. Backing up your transactions.



COs

FIRST TIME HOME BUYER CLASS

10:00AM - 12:00PM

Cost: FREE
Credits: 0 CE Credits
Instructor: Todd Pazol
Pazol Mortgage

Where: Core Title Group

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/first-time-home-buyer-class-i-down-town-tickets-1278274305859?aff=oddtcreator>

Sponsor: Patty Bills
Healthy & Happy, Inc.

Description:

What things the 1st time home buyer needs to get in line and the correct questions to ask any lender.



Online

COLORADO DOWN PAYMENT ASSISTANCE

1:00PM - 3:00PM

Cost: FREE
Credits: 2 CE Credits
Instructor: Tim Brown
Guild Mortgage

Where: ONLINE

RSVP:

<https://guildmortgage.zoom.us/meeting/register/2k6dRFonQumj4VKNIJey-bA>

Description:

This class focuses on educating Realtors on many of the misconceptions about the different down payment assistance programs available in this current market and how to identify when to recommend their use with clients. These programs continue to be under-utilized and provide many benefits to borrowers with lower available funds to close. Turn more leads into deals!



Pueblo

2025 ANNUAL COMMISSION UPDATE

9:00AM - 1:00PM

Cost: \$40
Credits: 4 CE Credit
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-1278304907389?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.

Angie Cooper

University Director/Sales/Marketing



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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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