



# 2024 July CLASSES

JULY  
8

Online

## INFORMATION SECURITY FOR REAL ESTATE PROFESSIONALS

1:00PM - 4:00PM

**Cost:** \$35  
**Credits:** 3 CE Credits  
**Instructor:** Thomas Glanville, Managing Broker | Owner, Sellstate Rogue Realty

**Where:** ONLINE

**RSVP:**  
<https://us05web.zoom.us/join/zoom-join?zjs=1&zoom-join=1>

### Description:

The purpose of this class is to teach the real estate professional on the issue of information security, ID Theft, and the laws associated with the real estate industry. The attendee will not only learn those aspects but what the requirements are for the broker and what is needed to have in place for compliance, Errors & Omissions Insurance, and to create a Defensible Position by making a Good Faith Attempt in case an information incident occurs. This will in turn protect the broker/brokerage from damages such as fines, penalties, and lawsuits.

JULY  
9

COs

## REVERSE FOR PURCHASE

9:00AM - 11:00AM

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Ryan Jahnke, 719 Lending  
**Sponsor:** Kelly and Heather  
TransACTIONal

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

**RSVP:** <https://www.eventbrite.com/e/reverse-for-purchase-class-2-ce-i-downtown-tickets-912861201427?aff=oddtcreator>

### Description:

The Reverse for Purchase CE course will equip you to better serve a - of all home buyers in a way that has the potential to double your earned commissions. Come learn the details and safeguards of the program so you can confidently assess what clients could be helped through a home purchase using a reverse mortgage.

JULY  
10

Canon City

## MANUFACTURED HOME LENDING (Learn More on Purging a Home) - LUNCH & LEARN

10:30AM - 12:30PM

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

**Where:** RGAR  
611 Greenwood Ave  
Canon City, CO 81212

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-manufactured-home-lending-class-more-on-purging-a-home-tickets-912873427997?aff=oddtcreator>

### Description: \*LUNCH WILL BE SERVED

Manufactured Home Lending: You will learn the difference between modular and manufactured homes and gain knowledge on lending parameters that affect manufactured home lending & purging a home



**THE UGLY TRUTH NOT THE PRETTY LIES, BEHIND THE SCENES OF THE MORTGAGE WORLD**

**10:00AM - 1:00PM**

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

**Where:** ONLINE

**RSVP:**  
<https://us02web.zoom.us/join/joinMeeting?zmt=Zl0fuCvrDkqGtGNjoiGKIIRP-pKoK8ryU9ol>

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

Online



**RENOVATION 101**

**1:00PM - 2:00PM**

**Cost:** FREE  
**Credits:** 1 CE Credit  
**Instructor:** Lerea Mares  
Cross Country Mortgage  
**Sponsor:** Engraved., LLC

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

**RSVP:** <https://www.eventbrite.com/e/renovation-101-1-ce-i-downtown-tickets-899402807007?aff=oddtcreator>

**Description:**  
This 1 Hour CE Course is designed to educate agents about renovation loan products that enable borrowers to purchase a home in need of repairs, including the necessary funds for renovation in the loan balance.

EOS



**GOOGLE MY BUSINESS - LUNCH & LEARN**

**12:00PM - 1:00PM**

**Cost:** FREE  
**Credits:** 0 CE Credits  
**Instructor:** Zack Tarbet & Josh Williams, Edge Home Finance  
**Sponsor:** Patty Bills  
Healthy & Happy, Inc.

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

**RSVP:** <https://www.eventbrite.com/e/lunch-learn-google-my-business-i-downtown-tickets-912850780257?aff=oddtcreator>

**Description:** \*LUNCH WILL BE SERVED  
Learn to optimize your Google My Business listing in this focused master class. Discover how to enhance visibility, engage customers, and drive local traffic through practical tips on setup, management, and analytics.

EOS



**THE ECONOMICS OF "RIGHT-SIZING"**

**9:30AM - 11:30AM**

**Cost:** FREE  
**Credits:** 2 CE Credits  
**Instructor:** Chad Engler & Brady Mullen, American Liberty Mortgage

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

**RSVP:** <https://www.eventbrite.com/e/the-economics-of-right-sizing-2-ce-i-downtown-tickets-912858122217?aff=oddtcreator>

**Description:**  
Do you have clients who would like to move but are hesitant in this interest environment? This course will help you quantify the economic elements involved in upsizing and downsizing (a.k.a. right-sizing) and convey these financial components to your clients. We will address the following:  
- How wealth is affected when right-sizing  
- How the compounding appreciation, interest rates, and expenses affect clients' wealth  
- Helping provide clients the financial confidence they need to take action  
- When upsizing, should you keep your current property as an investment or sell it?

EOS



## CTM eCONTRACTS BEGINNER CLASS

9:30AM-11:30AM

**Where:** ONLINE

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

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

Online

### 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.

*Angie Cooper*

University Director/Sales/Marketing



(D) 719.418.7344 | (O) 719.219.8500

ACooper@CoreTitleGroupLLC.com

CoreTitleGroupLLC.com

*Follow Us!*

@CoreTitleGroupLLC

### 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!