



2025 June CLASSES

JUN
4

COS

UNLOCKING HOMEOWNERSHIP: HOW TO EMPOWER FIRST-TIME BUYERS

10:00AM - 11:00AM

Cost: FREE

Credits: 0 CE Credits

Instructor: Lerea Mares & Kendal
Martinez, Cross Country 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/unlocking-homeownership-how-to-empower-first-time-buyers-i-downtown-tickets-1364780578449?aff=oddtcreator>

Description:

Join us for an informative session on first-time homebuyer programs and benefits! Learn about down payment assistance, special loan options, and financial incentives to help buyers achieve homeownership. Perfect for agents looking to navigate the process

JUN
5

COS

TITLE 101 CLASS

8:30AM - 10:30AM

Cost: FREE

Credits: 2 CE Credits

Instructor: Heather Hayes & Marian
Martinez, Core Title Group

Sponsor: Stacey Brandon & Ashlyn
Crump, Guaranteed Rate

Where: Core Title Group

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/title-101-class-2-ce-i-downtown-tickets-1364790969529?aff=oddtcreator>

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!

JUN
5

COS

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

101 Sahwatch St Suite #212
Colorado Springs, CO 80903

RSVP: <https://www.eventbrite.com/e/lunch-learn-reverse-mortgage-classes-2-ce-i-downtown-tickets-1364818521939?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 PROVIDED FROM NOON - 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.

COS LUNCH & LEARN Double Class!



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

10:00AM - 1:00PM

Cost: FREE

Credits: 3 CE Credits

Instructor: Todd Pazol

Pazol Mortgage

Where: Core Title Group

1320 Fortino Blvd Ste A

Pueblo, CO 81008

RSVP:

<https://www.eventbrite.com/e/the-ugly-truth-not-the-pretty-lies-behind-the-scenes-of-the-mortgage-world-tickets-1364831019319?aff=oddtcreator>

Description:

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



COLORADO DOWN PAYMENT ASSISTANCE

1:00PM - 3:00PM

Cost: FREE

Credits: 2 CE Credits

Instructor: Tim Brown

Guild Mortgage

Where: Core Title Group

1320 Fortino Blvd Ste A

Pueblo, CO 81008

RSVP: <https://www.eventbrite.com/e/colorado-down-payment-assistance-2-ce-i-pueblo-tickets-1364852864659?aff=oddtcreator>

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!



LUNCH & LEARN - The Relationship Between the Realtor and the Roofer

11:00AM - 1:00PM

Cost: FREE

Credits: 0 CE Credits

Instructor: Ian Karcher

Jack's Roofing Company

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-tickets-1364865010989?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.



LUNCH & LEARN - MANAGING THE HOME INSPECTION

12:00PM - 3:00PM

Cost: FREE

Credits: 3 CE Credits

Instructor: Mark Baxley

Brick and Mortar Home Inspections

Sponsor: Lerea Mares

Cross Country Mortgage

Where: Core Title Group

1320 Fortino Blvd Ste A

Pueblo, CO 81008

RSVP: <https://www.eventbrite.com/e/managing-the-home-inspection-3-ce-i-pueblo-i-sponsored-tickets-1364879213469?aff=oddtcreator>

Description: *LUNCH WILL BE PROVIDED

The home inspection is one of the crucial parts of the home buying process. Offers are finalized or revoked as a result of a home inspection 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 anxiety by helping them to be better educated and prepared for the home inspection process. A good home inspection should be thorough so that all parties have confidence when completing the home buying process.



COS

NEW HOME CONSTRUCTION CLASS

10:30AM - 11:30AM

Cost: FREE

Credits: 1 CE Credit

Instructor: Mark Baxley
Brick and Mortar Home Inspections

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

RSVP: <https://www.eventbrite.com/e/new-home-construction-class-1-ce-i-downtown-tickets-1364891219379?aff=oddtcreator>

Description:

Assisting a buyer on a new home can be a challenge for a real estate agent and varies greatly from a typical resale inspection. The home buyer has high expectations of the finished product and those need to be managed. Navigating the relationship with the home builder takes an experienced approach with a different purchase agreement, timing milestones and general considerations. A knowledgeable real estate agent can help make this transaction easier by understanding the process and helping the buyer through the process with the home and the builder. A knowledgeable real estate agent can also help their client set reasonable expectations that can ease anxiety and help make the purchase of a new home the positive experience it should be.



COS

VETERAN AFFAIRS HOME LOAN BENEFITS

11:45AM - 1:45PM

Cost: FREE

Credits: 2 CE Credit

Instructor: Debbie Havens
Revolution 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/veteran-affairs-home-loan-benefits-class-2-ce-i-downtown-tickets-1364870236619?aff=oddtcreator>

Description:

Assisting a buyer on a new home can be a challenge for a real estate agent and varies greatly from a typical resale inspection. The home buyer has high expectations of the finished product and those need to be managed. Navigating the relationship with the home builder takes an experienced approach with a different purchase agreement, timing milestones and general considerations. A knowledgeable real estate agent can help make this transaction easier by understanding the process and helping the buyer through the process with the home and the builder. A knowledgeable real estate agent can also help their client set reasonable expectations that can ease anxiety and help make the purchase of a new home the positive experience it should be.



Woodland Park

RESIDENTIAL WATER TESTING FOR REAL ESTATE AGENTS

1:00PM - 3:00PM

Cost: FREE

Credits: 2 CE Credit

Instructor: Mark Baxley
Brick and Mortar Home Inspections

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

RSVP: <https://www.eventbrite.com/e/residential-water-testing-for-real-estate-agents-2-ce-i-woodland-park-tickets-1364904138019?aff=oddtcreator>

Description:

Water quality is a top concern for buyers and sellers in real estate. Variables for water quality such as microbiological contamination, common water quality problems, aging water systems etc. play an important role in whether or not a real estate deal can be closed. Your role as a real estate agent is to know the facts of residential water testing for you to be able to guide the clients in the process.



Online

CTM eContracts Intermediate Class

9:30AM - 11:30AM

Cost: \$20 for CE Credit

Credits: 2 CE Credit

Instructor: CTMe
Sponsor: Core Title Group

Where: ONLINE

RSVP:
<https://mrsoftware.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.