



# REAL ESTATE SALES AGENT APPRENTICE EDUCATION

Sales Agent Apprentice Education (SAE) is the first important step to maintaining your real estate license in the first two years of your career.

## SAE Renewal Programs

### 98-Hour SAE Renewal Program

- 2 SAE Elective Courses (60 Hours)
- 1 SAE Brokerage Course (30 Hours)
- TREC Legal Update I and Legal Update II (8 Hours)

Hours

98

Delivery



Price

~~\$575~~  
**\$495**  
*SAVE \$80*

### 90-Hour SAE Renewal Program

- 2 SAE elective Courses (60 Hours)
  - 1 SAE Brokerage Course (30 Hours)
- 8 hours of Legal Update is required for license renewal

90



~~\$495~~  
**\$435**  
*SAVE \$60*

### Individual 30-Hour SAE Courses

30



**\$165**

### Legal Update I & Legal Update II

See page 24 for Legal Update I and II schedules

8



**\$60**

**Requirements:** New sales agents are required to complete **98 hours** of sales agent apprentice education within the first two years of receiving their real estate license. Our 98-Hour program includes **two 30-hour elective courses, 30-hour Brokerage, and 8 hours of Legal Update** credit for only \$495 — you'll **save \$80** and complete your SAE requirement. We also offer a 90-hour program for students who have already fulfilled the 8-hour Legal Update requirement.

AUSTIN		
Jan 5 - 6	Mon - Tue	Appraisal
Jan 14 - 15	Wed - Thu	Brokerage
Jan 28 - 29	Wed - Thu	Property Mgmt
Feb 11 - 12	Wed - Thu	Investments
Feb 25 - 26	Wed - Thu	Brokerage
Mar 11 - 12	Wed - Thu	Inspection
Mar 21 - 22	Sat - Sun	Brokerage
Mar 25 - 26	Wed - Thu	RML0 for Agents
Apr 1 - 2	Wed - Thu	Inspection
Apr 8 - 9	Wed - Thu	Power House
Apr 13 - 14	Mon - Tue	Brokerage
May 4 - 5	Mon - Tue	Brokerage
May 13 - 14	Wed - Thu	Property Mgmt
May 26 - 27*	Tue - Wed	Commercial
Jun 3 - 4	Wed - Thu	Investments
Jun 8 - 9	Mon - Tue	Power House
Jun 17 - 18	Wed - Thu	Brokerage
Jul 8 - 9	Wed - Thu	Brokerage
Jul 11 - 12	Sat - Sun	Marketing
Jul 22 - 23	Wed - Thu	Appraisal

DALLAS		
Jan 7 - 8	Wed - Thu	Property Mgmt
Jan 14 - 15	Wed - Thu	Brokerage
Jan 24 - 25	Sat - Sun	Investments
Feb 2 - 3	Mon - Tue	Marketing
Feb 11 - 12	Wed - Thu	Brokerage
Feb 21 - 22	Sat - Sun	RML0 for Agents
Mar 4 - 5	Wed - Thu	Investments
Mar 14 - 15	Sat - Sun	Brokerage
Mar 18 - 19	Wed - Thu	Power House
Apr 8 - 9	Wed - Thu	Inspection
Apr 13 - 14	Mon - Tue	Brokerage
Apr 25 - 26	Sat - Sun	Marketing
May 11 - 12	Mon - Tue	Commercial
May 16 - 17	Sat - Sun	Brokerage
May 28 - 29*	Thu - Fri	Power House
Jun 3 - 4	Wed - Thu	Appraisal
Jun 13 - 14	Sat - Sun	RML0 for Agents
Jun 15 - 16	Mon - Tue	Brokerage
Jul 13 - 14	Mon - Tue	Brokerage
Jul 20 - 21	Mon - Tue	Investments
Jul 25 - 26	Sat - Sun	Property Mgmt

### Course Delivery Options

- Blended Classroom
- Online Interactive
- Online Correspondence
- Virtual Classroom
- Classroom

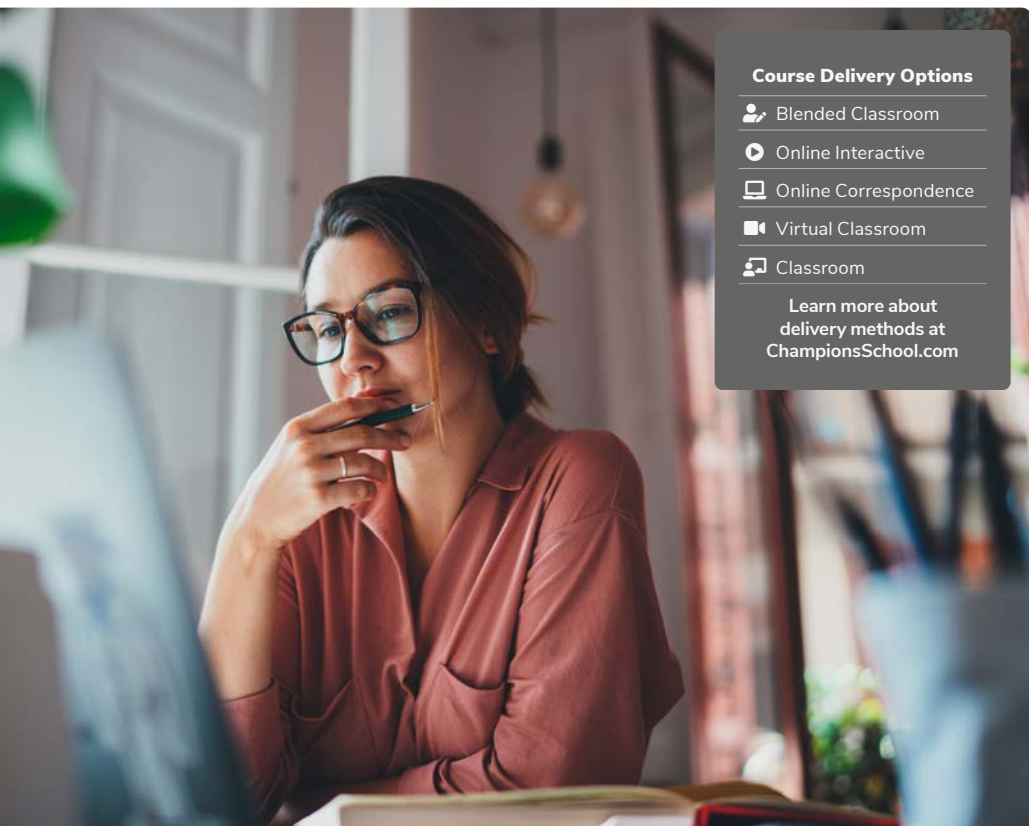
Learn more about delivery methods at [ChampionsSchool.com](http://ChampionsSchool.com)

### 2-Day SAE Classes

Day 1 & 2      8:30 AM - 4:45 PM

### 4-Day Evening Classes

Mon - Thu      6:00 PM - 9:45 PM





FORT WORTH

Jan 5 - 6	Mon - Tue	Commercial
Jan 17 - 18	Sat - Sun	Brokerage
Jan 28 - 29	Wed - Thu	Power House
Feb 2 - 3	Mon - Tue	Appraisal
Feb 18 - 19	Wed - Thu	Brokerage
Feb 23 - 24	Mon - Tue	Property Mgmt
Mar 4 - 5	Wed - Thu	Inspection
Mar 7 - 8	Sat - Sun	Investments

HOUSTON GALLERIA

Jan 7 - 8	Wed - Thu	Commercial
Jan 17 - 18	Sat - Sun	Brokerage
Jan 21 - 22	Wed - Thu	RMLO for Agents
Feb 4 - 5	Wed - Thu	Brokerage
Feb 14 - 15	Sat - Sun	Appraisal
Feb 23 - 24	Mon - Tue	Inspection
Mar 2 - 3	Mon - Tue	Power House
Mar 14 - 15	Sat - Sun	Brokerage
Mar 18 - 19	Wed - Thu	Property Mgmt
Apr 6 - 7	Mon - Tue	Brokerage
Apr 18 - 19	Sat - Sun	Power House
Apr 22 - 23	Wed - Thu	Investments
May 2 - 3	Sat - Sun	Brokerage
May 23 - 24	Sat - Sun	Appraisal
Jun 6 - 7	Sat - Sun	RMLO for Agents
Jun 10 - 11	Wed - Thu	Brokerage
Jun 15 - 16	Mon - Tue	Property Mgmt
Jul 11 - 12	Sat - Sun	Investments
Jul 13 - 14	Mon - Tue	Commercial
Jul 20 - 21	Mon - Tue	Brokerage

More Topics Than Any Other Educator!

Our 30-hour Texas SAE courses contain the latest information and useful topics to ensure you keep your Texas real estate license active and focus on improving your career through more advanced subjects like appraisal, investing, and the inspection process.



SALES AGENT APPRENTICE EDUCATION (SAE)	DELIVERY	COURSE #	HOURS
A REALTORS® Resource Guide on Residential Mortgage Financing (RMLO for Agents)		01850-REQC	30
Residential Property Management		01868-REQC	30
Real Estate Appraisal: Practices and Procedures		01856-REQC	30
Real Estate Appraisal: Principles		01853-REQC	30
Real Estate Brokerage		01865-REQC	30
Real Estate Investment		01862-REQC	30
Real Estate Law		01831-REQC	30
Real Estate Marketing		01841-REQC	30
Real Estate Marketing: Commercial Real Estate		01786-REQC	30
Real Estate Marketing: Power House Training		01843-REQC	30
Real Estate Math		01801-REQC	30
Residential Inspection for Real Estate Agents		01791-REQC	30
Residential Appraisal for Real Estate Agents		01859-REQC	30

Real Estate SAE Course Descriptions

A Realtors Resource Guide on Residential Mortgage Financing (RMLO For Agents)

This course will provide real estate license holders with a more detailed understanding of the mortgage loan origination process and the loan products available to homebuyers. Any student interested in learning more about the process of originating residential mortgage loans and the types of loans and loan products available to buyers will benefit from taking this course. Textbook: \$39

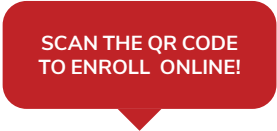
Residential Property Management

This specialized course is an overview of residential and commercial industrial management. It explores the daily issues facing practitioners including maintenance, accounting, administrative tasks, and legal activities. The course also provides information on federal regulations such as civil rights, fair housing, ADA issues, and environmental concerns. It provides a comprehensive introduction to the field of property management for anyone seeking to enter the field, those who are already in the field, and any real estate agent seeking to broaden their education beyond listing and selling. Textbook: \$39

Real Estate Brokerage

This course teaches you how to set up your real estate brokerage office. It offers practical, experience-based strategies and techniques for managing virtually every aspect of a real estate office. This course covers business planning, development guidelines, and how to recruit and retain agents. The textbook teaches time-tested techniques and provides authoritative guidance, making this course an indispensable resource for brokers, owners, and managers. Textbook: \$39

Continued on the next page →





# REAL ESTATE SALES AGENT APPRENTICE EDUCATION

HOUSTON NORTH			CHAMPIONS LIVE		
Jan 5 - 6	Mon - Tue	Brokerage	Jan 12 - 15	Mon - Thu PM	Marketing
Jan 12 - 13	Mon - Tue	Power House	Jan 14 - 15	Wed - Thu	Property Mgmt
Jan 24 - 25	Sat - Sun	RMLO for Agents	Jan 17 - 18	Sat - Sun	Power House
Feb 4 - 5	Wed - Thu	Brokerage	Jan 19 - 20	Mon - Tue	Investments
Feb 14 - 15	Sat - Sun	Investments	Jan 26 - 29	Mon - Thu PM	Brokerage
Feb 16 - 17	Mon - Tue	Inspection	Jan 28 - 29	Wed - Thu	Commercial
Mar 9 - 10	Mon - Tue	Marketing	Jan 31 - Feb 1	Sat - Sun	Inspection
Mar 14 - 15	Sat - Sun	Brokerage	Feb 2 - 3	Mon - Tue	RMLO for Agents
Mar 18 - 19	Wed - Thu	RMLO for Agents	Feb 9 - 12	Mon - Thu PM	Power House
Apr 11 - 12	Sat - Sun	Property Mgmt	Feb 11 - 12	Wed - Thu	Brokerage
Apr 15 - 16	Wed - Thu	Brokerage	Feb 14 - 15	Sat - Sun	Investments
Apr 20 - 21	Mon - Tue	Commercial	Feb 16 - 17	Mon - Tue	Property Mgmt
May 11 - 12	Mon - Tue	Brokerage	Feb 23 - 26	Mon - Thu PM	Math
May 20 - 21	Wed - Thu	RMLO for Agents	Feb 25 - 26	Wed - Thu	Marketing
May 23 - 24	Sat - Sun	Power House	Feb 28 - Mar 1	Sat - Sun	Brokerage
Jun 3 - 4	Wed - Thu	Inspection	Mar 9 - 12	Mon - Thu PM	Investments
Jun 13 - 14	Sat - Sun	Brokerage	Mar 9 - 10	Mon - Tue	Power House
Jun 17 - 18	Wed - Thu	Investments	Mar 11 - 12	Wed - Thu	Brokerage
Jul 13 - 14	Mon - Tue	Brokerage	Mar 14 - 15	Sat - Sun	Property Mgmt
Jul 18 - 19	Sat - Sun	RMLO for Agents	Mar 16 - 17	Mon - Tue	Inspection
Jul 29 - 30	Wed - Thu	Marketing	Mar 23 - 26	Mon - Thu PM	Brokerage
			Mar 25 - 26	Wed - Thu	Appraisal
			Mar 28 - 29	Sat - Sun	Marketing
			Mar 30 - 31	Mon - Tue	Commercial
			Apr 6 - 9	Mon - Thu PM	Math
			Apr 15 - 16	Wed - Thu	RMLO for Agents
			Apr 20 - 23	Mon - Thu PM	Brokerage
			Apr 27 - 28	Mon - Tue	Appraisal
			Apr 29 - 30	Wed - Thu	Investments
			May 4 - 7	Mon - Thu PM	Marketing
			May 11 - 12	Mon - Tue	Inspection
			May 13 - 14	Wed - Thu	Commercial
			May 16 - 17	Sat - Sun	Brokerage
			May 18 - 21	Mon - Thu PM	Power House
			May 26 - 27*	Tue - Wed	Property Mgmt
			Jun 1 - 4	Mon - Thu PM	Math
			Jun 10 - 11	Wed - Thu	Brokerage
			Jun 13 - 14	Sat - Sun	Investments
			Jun 15 - 18	Mon - Thu PM	RMLO for Agents
			Jun 24 - 25	Wed - Thu	Appraisal
			Jul 8 - 9	Wed - Thu	Marketing
			Jul 11 - 12	Sat - Sun	Power House
			Jul 13 - 16	Mon - Thu PM	Brokerage
			Jul 22 - 23	Wed - Thu	Property Mgmt

SAN ANTONIO		
Jan 10 - 11	Sat - Sun	Brokerage
Jan 19 - 20	Mon - Tue	Power House
Jan 28 - 29	Wed - Thu	Investments
Feb 7 - 8	Sat - Sun	RMLO for Agents
Feb 16 - 17	Mon - Tue	Brokerage
Feb 25 - 26	Wed - Thu	Marketing
Mar 7 - 8	Sat - Sun	Commercial
Mar 18 - 19	Wed - Thu	Power House
Mar 23 - 24	Mon - Tue	Brokerage
Apr 8 - 9	Wed - Thu	RMLO for Agents
Apr 13 - 14	Mon - Tue	Inspection
Apr 25 - 26	Sat - Sun	Brokerage
May 11 - 12	Mon - Tue	Marketing
May 28 - 29*	Thu - Fri	Brokerage
May 30 - 31	Sat - Sun	Commercial
Jun 8 - 9	Mon - Tue	Brokerage
Jun 24 - 25	Wed - Thu	Power House
Jun 27 - 28	Sat - Sun	Investments
Jul 11 - 12	Sat - Sun	Brokerage
Jul 13 - 14	Mon - Tue	Property Mgmt
Jul 22 - 23	Wed - Thu	RMLO for Agents

## SAE Course Descriptions Cont.

### Real Estate Investment

This specialized course teaches the basic principles and strategies of real estate investment. Special income tax rules, tools of analysis, comparison screening, discount analysis, computer-aided analysis, and marketing investment properties are all presented in this basic course. Textbook: \$39

### Real Estate Marketing

This course is a must for agents who wish to thrive and survive in today's highly competitive real estate market. This course covers all of the areas necessary to present yourself as a professional and well-trained agent. It will introduce and review all aspects of successful real estate marketing techniques for the agent. Textbook: \$39

### Real Estate Marketing: Commercial Real Estate

This course is an introduction to the specialty of commercial real estate. The listing process, using the proper commercial forms, and marketing strategies are included. The course introduces concepts critical to successfully working with commercial properties and clients. This course is for the new agent who wants to know about commercial real estate as well as the experienced agent seeking new ideas or ways to brush up on existing techniques. Textbook: \$39

### Real Estate Marketing: Power House Training

The purpose of this dynamic course is to assist new agents in developing skills and knowledge required for a successful career in the real estate industry. New sales agents who take this course will be better equipped to practice ethically and effectively. The course material addresses current techniques and approaches for a long-term successful career and provides step-by-step guidance to starting up and maintaining your real estate business. The real estate Code of Ethics and Standards of Practice are emphasized throughout the course. Textbook: \$39

### Real Estate Math

Real Estate Math is a course dedicated to helping students overcome their fear of math, and to developing an understanding that math is a necessary component of real estate education throughout their career. The textbook will review basic math, commissions, area and volume, appreciation and depreciation, interest, finance, and many other topics relevant to agents pursuing a career in real estate. All components are designed to ensure the student comprehends and can apply the math skills learned during the course. Textbook: \$39

### Residential Appraisal for Real Estate Agents

The 30-hour Residential Appraisal for Real Estate Agents course is designed to expand the working real estate agent's understanding of residential appraisal concepts and valuation processes. Topics covered in this course include an overview of the appraisal development process, appraisal calculations, and a review of valuation processes. This course will increase the agent's existing knowledge base and further refine their understanding of the appraisal process! Textbook: \$39

### Residential Inspection for Real Estate Agents

This easy-to-understand guide to residential home inspection arms agents with critical inspection information, including foundational construction terms, on issues such as 'Stachybotris' or 'Black Mold. Additionally, students will learn to identify common home problems and review questions that come up during real estate inspections. Textbook: \$39



# REAL ESTATE BROKER LICENSING

Obtaining a Texas Real Estate Broker license is widely regarded as the #1 recognized real estate designation in Texas—and the pinnacle of real estate professionalism.

The Texas Real Estate Broker license is widely recognized as the highest and most respected credential in real estate—both in Texas and across the United States. Represents higher commission splits, the top level of education, experience, and legal authority in the profession. A Broker license empowers professionals to own and operate a brokerage and supervise agents.

A Texas Broker license carries exceptional credibility and recognition beyond state lines... the ultimate achievement for real estate professionals who want to stand out, lead, and build a lasting career.

BROKER PROGRAM	Hours	Delivery	Price
<b>10-Course Broker Program</b> Choose any 10 core courses towards your real estate broker license.	300		<b>\$1350</b> <b>SAVE \$300</b>
<b>5-Course Broker Program</b> Choose any 5 core courses towards your real estate broker license.	150		<b>\$725</b> <b>SAVE \$100</b>
<b>Broker Exam Prep Course</b> • National Module • State Module			<b>\$250</b>

## TEXAS REAL ESTATE BROKER LICENSE REQUIREMENTS

- 720 experience points in 4 of the last 5 years using the TREC point system (see sidebar on the right)
- 900 total education hours — we have them for you!
- **270 hours of core real estate courses**
  - ✓ Includes all core Texas real estate courses taken to date
  - ✓ Pre-licensing and SAE courses
  - ✓ 30-hour Texas Real Estate Brokerage course; the Real Estate Brokerage course cannot be taken more than two years before applying for the real estate broker license
- **630 hours of related courses**
  - ✓ The 6-hour Broker Responsibility Course
  - ✓ A bachelor's degree will count for 300 hours towards your real estate broker license
  - ✓ Courses taken for credit from an accredited college or university in any of the following areas: accounting, advertising, architecture, business or management, construction, finance, investments, law, and marketing.
  - ✓ CE, designations, all electives, and core courses count if you are not using college credit — we have them at Champions!
  - ✓ Certificates and hours never expire towards real estate broker education licensing



## Calculating the 720 Experience Points

You must accumulate at least 720 points to qualify for a real estate broker's license based on experience as a real estate license holder. An applicant must also be actively licensed as a real estate sales agent or broker for a minimum period of 4 years during the 5 years preceding the date the application is filed.

- Only experience gained during the period beginning 5 years before the date the broker application is filed may be used for this report. You must have performed at least one transaction per year for at least 4 of the last 5 years.
- Multiply the number of transactions performed by the point value indicated to arrive at the points earned for that transaction type.
- Add the points earned for each transaction type to arrive at your total points for that category.
- Enter the total figure on the Total Qualifying Points line. You should have at least 720 qualifying points.
- You must maintain documentation to support your claim for experience, which may include executed contracts, settlement statements, etc., that clearly demonstrate your active participation.

Go to [www.ChampionsSchool.com/real-estate/tx/broker/license/](http://www.ChampionsSchool.com/real-estate/tx/broker/license/) to get more details.

Category and Transaction Types*	Points Earned Per Transaction
<b>Residential Single Family, Condo, Co-op Unit, Multi-family (1 to 4-unit), Apartment Unit Lease</b>	
1. Closed purchase or sale — improved property	30
2. Closed purchase or sale — unimproved residential lot	30
3. Executed lease — landlord or tenant (new)	5
4. Property management — per property per year	2.5
<b>Commercial Apartment (5+ units), Office, Retail, Industrial, Mixed Use, Hotel, Parking, Specialty, Other</b>	
5. Closed purchase or sale — improved property	50
6. Closed purchase or sale — unimproved property	50
7. Executed lease — landlord or tenant (new, renewal)	10
8. Property management — per property per year	15
<b>Farm and Ranch, Unimproved Land Farm and Ranch (With Residence, Improved, or Unimproved), or Unimproved Land</b>	
9. Closed purchase or sale — improved property	30
10. Closed purchase or sale — unimproved residential lot	30
11. Executed lease — landlord or tenant (new)	5
12. Property management — per property per year	5
<b>Brokerage Team Management, Delegated Supervision Written (Delegation by Broker Required, at Least 1 Agent Supervised)</b>	
13. Transactions supervised per year as a Delegated Supervisor	3

\*All claimed transactions are subject to verification. In order to claim experience points, the applicant must be able to provide documentation, such as an executed contract, settlement statements, etc., that clearly demonstrates the active participation of the applicant in each transaction.

## Take the next step to becoming a Broker.

Get a personalized plan from our Career Counselors.  
Scan the QR code or talk with our campus team.

LET US PREPARE A BROKER PLAN OF ATTACK FOR YOU

[ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/](http://ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/)

