



ALL CLASSES ARE HELD ONLINE ONLY. PLEASE SEE BELOW FOR MORE DETAILS.



JANUARY E-CLASSES

January 6th, 7th, 14th and 20th 9:00a.m. — 1:00p.m. Fee: \$35.00 Earn 4 CE hours!
2021 Annual Commission Update Course: This mandatory class covers the most current information critical to your success regarding legislation and regulation, such as: Compliance issues, violations and DORA investigative statistics; New forms, rules and regulations; Technology and privacy issues; and, other pointers, concerns and resources for real estate agents. Class presented by Bill McAfee. **Payment must be received at Empire Title in order for Completion Certificate to be released to you.**

January 11th 9:00a.m. — 10:00a.m. Fee: \$0 Non CE credit!
2020 Year-End Market Review: Join statistical guru and Empire Title company president Bill McAfee as he breaks down the Pikes Peak region's real estate numbers for the year 2020. Bill will discuss how last year compared to the year before for number of listings and sales, prices, days on market and interest rates. He'll explain how various factors have been trending ... and what we might be able to expect for the new year.

January 13th 9:00a.m. — 1:00p.m. Fee: \$0 Earn 4 CE hours!
2021 Real Estate Contract: Avoid the uncertainty and pitfalls that lead to mistakes and embarrassment when not understanding the nuances to the Colorado Contract to Buy & Sell Residential Property. The full contract will be reviewed with particular attention paid to the following topics: Updated Brokerage duties regarding the Property Management Agreement and the Disclosure to Seller; Changes to the Post-Closing Occupancy Agreement; and, New documents needed for Manufactured Home sales. Taught by a person who sees all that goes wrong and who is an active buyer and seller of real estate, Bill McAfee.

January 21st 9:30a.m. — 11:30p.m. Fee: \$0 or \$20.00 to Earn 2 CE hours!
Please REGISTER DIRECTLY FOR THIS CLASS AT www.ctmecontracts.com.
CTM eContracts: Beginner: Don't miss this essential training on the official contract software of the Colorado Association of REALTORS. These fundamentals of interactive digital real estate contracts are updated to adhere to new contracts, disclosures and documents required in your business – including any revisions that have become effective in the new year. Class presented by a CTMSoftware instructor online. ***Paid CE credit hours can only be earned once a year.***

January 21st 2:00p.m. — 4:00p.m. Fee: \$0 or \$20.00 to Earn 2 CE hours!
Please REGISTER DIRECTLY FOR THIS CLASS AT www.ctmecontracts.com.
CTM eContracts: Intermediate: Increase your prowess on the official contract software of the Colorado Association of REALTORS®. Build upon the basics you've already learned to become more proficient with the contracts, disclosures and other documents on the system, while also better utilizing your client database. Class presented by a CTMSoftware expert instructor online. ***Paid CE credit hours can only be earned once a year.***

FEBRUARY E-CLASSES

February 3rd, 11th and 17th 9:00a.m. — 1:00p.m. Fee: \$35.00 Earn 4 CE hours!
2021 Annual Commission Update Course: This mandatory class covers the most current information critical to your success regarding legislation and regulation, such as: Compliance issues, violations and DORA investigative statistics; New forms, rules and regulations; Technology and privacy issues; and, other pointers, concerns and resources for real estate agents. Class presented by Bill McAfee. **Payment must be received at Empire Title in order for Completion Certificate to be released to you.**

February 4th and 18th 9:00a.m. — 1:00p.m. Fee: \$0 Earn 4 CE hours!
2021 Real Estate Contract: Avoid the uncertainty and pitfalls that lead to mistakes and embarrassment when not understanding the nuances to the Colorado Contract to Buy & Sell Residential Property. The full contract will be reviewed with particular attention paid to the following topics: Updated Brokerage duties regarding the Property Management Agreement and the Disclosure to Seller; Changes to the Post-Closing Occupancy Agreement; and, New documents needed for Manufactured Home sales. Taught by a person who sees all that goes wrong and who is an active buyer and seller of real estate, Bill McAfee.

February 8th 9:00a.m. — 10:00a.m. Fee: \$0 Non CE credit!
Empire's January 2021 Market Review: Want to know how the new year is starting off? Join Empire Title company president and stat master Bill McAfee as he deciphers the prior month's number of listings and sales, prices, days on market and interest rates. This casual but thorough look at our local real estate market may better prepare you for what to expect in the coming months of this new year.

February 10th 9:00a.m. — 11:00a.m. Fee: \$0 Earn 2 CE hours!
The Basics of Title Commitments: Learn all that you need to know – and what you need to share with your clients - about a title commitment while avoiding common pitfalls potential to the unprepared real estate agent. Thorough explanation will be given especially to the Schedule B sections for Requirements and Exceptions. Don't know what those are? Then you should definitely attend this lively, valuable and easy-to-understand instruction. Class presented by Bill McAfee.

IMPORTANT: PLEASE READ THE FOLLOWING

- You must RSVP for classes no later than 5:00pm the day before class.
- Attendance is limited to first 100 to register. Your License Number is required to register for all classes.
- You **MUST** RSVP to Stephanie at 719-247-4155 or rsvp@etcos.com

EMPIRE TITLE OF COLORADO SPRINGS
CLASS SCHEDULE

January & February '21