



# Continuing Education

with Pikes Peak School of Real Estate

SOME CLASSES ARE NOW HELD IN-PERSON.  
PLEASE SEE BELOW FOR MORE DETAILS.



**FRI 11/5 9:30a.m. — 11:30a.m. FEE: \$0 or \$20.00 to Earn 2 CE hours!**

**Please REGISTER DIRECTLY FOR THIS CLASS AT [www.ctmecontracts.com](http://www.ctmecontracts.com).**

**CTM eContracts - Advanced:** This **ONLINE** course covers the advanced concepts of interactive digital Real Estate contracts and how it can help further your business growth. Class presented by a CTMSoftware instructor online. ***Paid CE credit hours can only be earned once a year.***

**WED 11/10 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. **BREAKFAST WILL BE PROVIDED** by Marianne Elep-Turner of Academy Mortgage. Class presented by Bill McAfee, president of Empire Title. **Payment must be received at Empire Title in order for Completion Certificate to be released to you.**

**THURS 11/11 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. **BREAKFAST WILL BE PROVIDED** by Trey Camp of Edge Home Finance. Taught by a person who sees all that goes wrong and who is an active buyer and seller of real estate, Bill McAfee, president of Empire Title.

**★ WED 11/17 9:00a.m. — 11:00a.m. FEE: \$0 NON CE Class!**

**Bid Over Ask:** A class designed for buyers agents that gives a simple step by step strategy to your buyers so they can understand what buying a house for more than list price really means! Class presented and **BREAKFAST PROVIDED** by Michelle Bowles of Annie-Mac Home Mortgage.

**THURS 11/18 9:00a.m. — 11:00a.m. FEE: \$0 Earn 2 CE hours!**

**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. **BREAKFAST WILL BE PROVIDED** by Kobi Rex of Success Mortgage Partners. Class presented by Bill McAfee, president of Empire Title.

## IMPORTANT: PLEASE READ THE FOLLOWING

- You **MUST** RSVP for classes no later than 5:00pm the day before class.
- Attendance is **LIMITED** to in-person classes for proper social distancing in our Training Center.
- Your License Number is required to register for all CE classes.
- You **MUST** RSVP to Stephanie at 719-247-4155 or [rsvp@etcos.com](mailto:rsvp@etcos.com) unless stated otherwise.

EMPIRE TITLE OF COLORADO SPRINGS  
CLASS SCHEDULE

NOVEMBER '21