



## Pikes Peak School of Real Estate

350 North Pine Street, Woodland Park, CO 80863

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[www.empirewp.com](http://www.empirewp.com)



### ***IN-PERSON IN OUR WOODLAND PARK OFFICE ...***

#### **Wednesday, November 17 - 1:00pm-5:00pm 2021 Annual Commission Update Course (\$35)**

Information from this mandatory class is 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. **Refreshments will be provided.** 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. **FEE: \$35.00 - Earn 4 CE hours!**

### ***IN-PERSON IN OUR COLORADO SPRINGS OFFICE ...***

#### **Wednesday, November 10 - 9:00am-1:00pm 2021 Annual Commission Update Course (\$35)**

**Thursday, November 11 - 9:00am-1:00pm  
2021 Real Estate Contract**

Avoid uncertainty and pitfalls that lead to mistakes and embarrassment from missing nuances to the Colorado Contract to Buy & Sell Residential Property. The full contract will be reviewed with particular attention paid to these topics: Updated Brokerage duties regarding Property Management Agreement and Disclosure to Seller; Changes to Post-Closing Occupancy Agreement; and, New documents needed for Manufactured Home sales. **Refreshments will be provided** by Trey Camp of Edge Home Finance. Class taught by someone who sees all that goes wrong and who is an active buyer and seller of real estate, Bill McAfee, president of Empire Title. **FEE: \$0 - Earn 4 CE hours!**

#### **Wednesday, November 17 - 9:00am-11:00am 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. **This is a Non-CE Class.**

#### **Thursday, November 18 - 9:00am-11:00am 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.

EMPIRE TITLE OF WOODLAND PARK  
CLASS SCHEDULE

# NOVEMBER '21

**\*\*LICENSE NUMBER REQUESTED FOR ALL CE CLASSES\*\***

**Please RSVP for Empire classes to Stephanie:  
(719) 247-4155 or [rsvp@etcos.com](mailto:rsvp@etcos.com)**