

Lunch & Learn A full lunch will be provided between these classes.

US Copyright Law and Intellectual Property Law

COST: \$0
CREDITS: 0 CE Credits
INSTRUCTOR: Tyler Grundvig, PixVid
WHERE: JET STREAM OFFICE
 1710 Jet Stream Drive, Suite 200
 Colorado Springs, CO 80921

SPONSOR: Andrea Atzbach
 719 Lending

DESCRIPTION:
 Throughout this class, we'll explore the legalities and implications of US copyright law and Intellectual Property law as it relates to photography in real estate media. What you need to know to protect yourself from lawsuits.

RSVP:
<https://www.eventbrite.com/e/611112161927>

SEP **5** 10:00 AM - 11:00 AM

JET STREAM COS LOCATION

Marketing Your Listing: What's The Deal With The Reels?

COST: \$0
CREDITS: 0 CE Credits
INSTRUCTOR: Dmitry Choukline, PixVid
WHERE: JET STREAM OFFICE
 1710 Jet Stream Drive, Suite 200
 Colorado Springs, CO 80921

DESCRIPTION:
 Throughout this class, we'll explore the benefits of video reels, take a look at some examples of effective video reels in action, and discuss how you can incorporate video into your own real estate marketing strategy. By the end of this talk, you'll have a better understanding of how video can help you stand out in a competitive market and attract more buyers or renters to your properties.

RSVP:
<https://www.eventbrite.com/e/611112161927>

SEP **5** 11:30 AM - 12:30 PM

JET STREAM COS LOCATION

The Value of Home Staging

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Barb Privott
 Smart Style Property Staging

WHERE: WOODLAND PARK OFFICE
 18401 US-24 #114
 Woodland Park, CO 80863

SPONSOR: Chad Engler
 American Liberty Mortgage

DESCRIPTION:
 Photo Day - It's a big day for Sellers Agents. Your online listings are your resume and a reflection of you. We'll share tips we've learned over the years to successfully prepare a home for sale BEFORE photos are taken! We'll share the terminology used to get homeowners motivated for Pre-Preparation of a sale. We'll share ideas about what to do with odd spaces, and how to use what homeowners already own to make the best of each space in the home!

RSVP:
<https://www.eventbrite.com/e/609806737367>

SEP **6** 10:30 AM - 11:30 AM

WOODLAND PARK LOCATION

Chat GPT and AI for Real Estate

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Ian Lee
 Draper and Kramer Mortgage Corp.

WHERE: ONLINE

DESCRIPTION:
 -This class will help agents understand how to use ChatGPT & AI to save time and improve their marketing results.

-Learn the how, why and get hands on support using ChatGPT and AI

-Leave with a 90-day Conversion Code Marketing + Sales Plan with ChatGPT Prompts!

RSVP:
https://us06web.zoom.us/meeting/register/t2LocOGrrojE9cMQ_32GZJHAmAMjMYu7_AP

SEP **6** 1 PM - 2 PM

ONLINE CLASS

How to Get Through Probate

COST: \$0
CREDITS: 1 CE Credit
INSTRUCTOR: Mark Kollasch
 Axis Law Group

WHERE: PUEBLO OFFICE
 1401 Fortino Blvd Suite A
 Pueblo, CO 81008

SPONSOR: Chad Engler
 American Liberty Mortgage

DESCRIPTION:
 How to Get Through Probate: In this class, you will learn the ins and outs of the probate process and how it can affect a sale, including death of a client during a sale and a beneficiary who wants to sell.

RSVP:
<https://www.eventbrite.com/e/658399379267>

SEP **7** 10:30 AM - 11:30 AM

PUEBLO LOCATION

Intermediate CTMe Contracts

COST: \$20
CREDITS: 2 CE Credits with \$20
INSTRUCTOR: CTMeContracts

WHERE: ONLINE

DESCRIPTION:

- Utilizing the tools of the main and detailed dashboards
- Completing the eContract Sheet & Closing MLS Info

RSVP:
<https://mrisoftware.skilljar.com/ctm-econtracts-intermediate-webinar-1>

SEP **7** 2:00 PM - 4:00 PM

ONLINE CLASS



The Ugly Truth Not The Pretty Lies, Behind The Scenes of the Mortgage World

COST: \$0
CREDITS: 3 CE Credit
INSTRUCTOR: Todd Pazol
 Supreme Lending

WHERE: ONLINE

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

RSVP:
<https://us02web.zoom.us/join/zoom-join?zjs=1&zoom-join=1>

ONLINE CLASS

SEP **18** 1 PM - 4 PM

Today's Reverse Mortgage for Purchase

COST: \$0
CREDITS: 1 CE Credit
INSTRUCTOR: Nathan Johnson
 Reverse Mortgage Advisor & Specialist, XCO-- V.I.P. Mortgage Inc.

WHERE: DOWNTOWN OFFICE
 101 Sahwatch St, 2nd Floor
 Colorado Springs, CO 80903

SPONSOR: Lauren Hanshaw, Javier Galvan, Reshana Schwartz, Kaitlin Taggart - Oakwood Homes

DESCRIPTION:
 This course is designed to increase a real estate broker's understanding of Today's Reverse Mortgage for Purchase. It will cover the basic history of the HECM program which is designed to equip them with the basic knowledge and understanding of this loan program, who the loan may benefit, and how it can benefit their existing and future clients. Today's Reverse Mortgage for Purchase has a more direct benefit to the real estate agent business practice than the Reverse Mortgage Refinance because their clients can utilize this program to purchase their next home. The course will have a focus on purchase case studies that tie in real life clients and strategies used in the purchase market such as downsizing, rightsizing, relocation, etc. The course will also cover the discovery process which will help real estate brokers to be able to start discussing the Reverse Mortgage Purchase with their clients in a way that focuses on exploring options for their clients to consider when purchasing a home that can also benefit their clients overall financial picture.

RSVP:
<https://www.eventbrite.com/e/651872467097>

DOWNTOWN COS LOCATION

SEP **19** 10 AM - 11 AM

FIRPTA (FOREIGN INVESTMENT IN REAL PROPERTY TAX ACT)

COST: \$0
CREDITS: 1 CE Credit
INSTRUCTOR: Janet Sosnowski
 ET Investments

WHERE: DOWNTOWN OFFICE
 101 Sahwatch St, 2nd Floor
 Colorado Springs, CO 80903

SPONSOR: Chad Engler
 American Liberty Mortgage

DESCRIPTION:
 What is F.I.R.P.T.A.?
 What is the Purpose?
 How to protect your Buyers
 Who is/is not subject to the Tax?
 How does it affect your Sellers?
 What is the Settlement Agent's role
 Which IRS forms are necessary?

RSVP:
<https://www.eventbrite.com/e/665199077347>

DOWNTOWN COS LOCATION

SEP **19** 11:15 AM - 12:15 PM

How to Get Through Probate

COST: \$0
CREDITS: 1 CE Credit
INSTRUCTOR: Mark Kollasch
 Axis Law Group

WHERE: DOWNTOWN OFFICE
 101 Sahwatch St, 2nd Floor
 Colorado Springs, CO 80903

SPONSOR: Marquise Bowers & Timothy Chase, 719 Lending

DESCRIPTION:
 How to Get Through Probate: In this class, you will learn the ins and outs of the probate process and how it can affect a sale, including death of a client during a sale and a beneficiary who wants to sell.

RSVP:
<https://www.eventbrite.com/e/658403300997>

DOWNTOWN COS LOCATION

SEP **20** 1 PM - 2 PM

JET STREAM LOCATION

Title 101

COST: \$0
CREDITS: 2 CE Credit
INSTRUCTOR: Marian Martinez and Heather Hayes, Unified Title

WHERE: JET STREAM OFFICE
1710 Jet Stream Drive, Suite 200
Colorado Springs, CO 80921

SPONSOR: Tori Wilhelm
Junk Removed Now

DESCRIPTION:
What is the point of 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!

RSVP:
<https://www.eventbrite.com/e/663537828507>

SEP **21** 10 AM - 12 PM

DOWNTOWN COS LOCATION

Custom Home Building Class

COST: \$0
CREDITS: 1 CE Credit
INSTRUCTOR: Dakota Shafer
G.J. Gardner Homes

WHERE: DOWNTOWN OFFICE
101 Sahwatch St, 2nd Floor
Colorado Springs, CO 80903

SPONSOR: Bryan Emrick with Bank Central

DESCRIPTION:
This course will teach brokers about the custom home process, what due diligence they need to complete when helping buyers purchase a lot and the financing options available. It will help the brokers better serve their clients while assisting them in the custom home building process.

RSVP:
<https://www.eventbrite.com/e/629952413627>

SEP **21** 2 PM - 3:30 PM

QUESTIONS OR CLASS REQUESTS/ SUGGESTIONS?

WE WOULD LOVE TO HEAR YOUR THOUGHTS! SEND US AN EMAIL AND WE WILL WORK OUR HARDEST TO GET THE CLASSES YOU WANT!



ANGIE COOPER
University/Marketing/Event Coordinator
719-955-7067
101 S. Sahwatch St., #110, Colorado Springs, CO 80903
ACooper@unifiedtitle.com | www.unifiedtitle.com

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