



## Frequently Asked Questions

### Success in Seniors Real Estate® Fast Track

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#### What is the difference between the Fast Track program and the fully online course?

Both options prepare you for certification as a **Senior Housing Professional** (CSHP®) through SREI...only the program format and level of support are different.

- The **fully online course** is **self-paced** and designed for those who prefer to move through the material on their own schedule. You'll complete each part sequentially — Part 1, then Part 2, followed by the Business Blueprint in Part 3 — with optional support available through weekly accountability calls. (Some people like to work through the Business Blueprint action steps (part 3) at the same time they are doing the Parts 1 & 2 coursework - that's totally fine also!)
- The **Fast Track program** is a **facilitated cohort experience** with live sessions (typically 7 or 8 depending on the time of year) that blend material from **all three parts** of the course into each weekly session. You get structured assignments and action steps each week to keep you moving forward, as well as live discussion with SREI coaches and faculty, around best practices for completing the action steps. It's ideal for those who want more guidance, peer interaction, and a clear path to certification in a specified and accelerated timeframe.

#### In short:

**DIY online = flexible and independent.**

You have access to the course for 12 months - plenty of time to complete coursework, action steps, and certification process!

**Fast Track = more structured, guided, and accelerated.**

You still have access to the course for 12 months (if you need it) but when completing the coursework and action steps according to the fast track schedule, new students can complete certification requirements within about 7-12 weeks.

## What does a typical week look like for Fast Track students?

Each week includes:

- Video lessons and reading assignments in preparation for the upcoming weekly live Q & A session.
- A 90-minute live virtual Q & A session where students can discuss their questions about that week's topics and action steps.
- Specific action steps from the Business Blueprint based on the material covered that week (or in prior sessions).

Live sessions are designed to be practical, interactive, and strategic — helping you apply content from all three parts of the course with intention and purpose.

*\* The most successful (i.e. results in the form of pipeline development, closed business, referrals, and momentum in particular lead platforms) of our graduates tend to complete the pre-session assignments and take action quickly on assigned action steps from the Blueprint.*

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## What types of action steps are included?

The Business Blueprint action steps are designed to move your business forward — not fill your time with busy work. Each one is aligned with the skills, strategies, and systems we teach in the course. These aren't hypothetical exercises; they're practical, real-world tasks you can take action on immediately.

While we can't guarantee specific results, we've consistently seen that agents who follow the Blueprint tasks with intention often gain clarity, direction, and even begin building a pipeline of senior clients before they've even completed the certification process.

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## How much time should I plan to invest each week?

Most students spend about **4–6 hours per week during the live program**. This includes watching the weekly videos, attending the live session, completing reading assignments, and taking action on the Blueprint tasks. Some weeks may require more time and some will require less based on a variety of factors.

## What if I miss a live session?

We get it — life happens. While live attendance is highly encouraged, the sessions are optional as they are offered as a BONUS for new students who prefer an interactive and goal oriented learning environment. The sessions are recorded and made available to students for up to 30 days following the last live session for their specific cohort.

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## Will I be automatically certified at the end of the Fast Track program?

The short answer is no. There is no automatic certification upon completion of the sessions. What we can promise is that if you participate and take action, you'll be well on your way! The time it takes to complete the Business Blueprint and other certification requirements will depend upon your experience, prioritization of tasks, and intentional focus on creating and/or expanding an existing niche serving the mature market. Please refer to the certification requirements for more information on the steps toward becoming a CSHP.

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## What support is available after the Fast Track program ends?

You'll have **12 months of access** to the full online ***Success in Seniors Real Estate*** course and materials following enrollment, so you can revisit lessons or wrap up any unfinished items. After the cohort wraps, you'll also have the opportunity to join our **weekly accountability group** if you want extra support finishing your Business Blueprint or staying connected with the SREI community. Other programs are offered through SREI throughout the year where you can plug in once you complete the ***Senior Housing Professional (CSHP)*** requirements.

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## Am I a good candidate for the Fast Track experience?

This option is perfect for learners who want to accelerate their path to certification, value structure and live interaction, and are ready to implement what they learn week by week. Whether students are brand-new to the senior real estate niche or already serve mature homeowners, this program provides the tools and support necessary for growing a strong, sustainable, and relational real estate practice.

## Is there a money-back guarantee for the class?

We stand firmly behind the value of our programs. To date, no one has questioned whether they received a return on their investment. That said, if you complete the *entire* course — every required video lesson, reading, and Business Blueprint task — and still believe it was not worth what you paid, we will make it right with a full refund.

A couple of important notes:

- Because this is a digitally delivered course, refunds are not available to those who only “sample” the material. You must complete the full curriculum to be eligible.
- Refunds also require that you choose not to apply for certification, regardless of your outcomes or qualifications.
- This course is designed for serious professionals who want to specialize. If you’re unsure about committing to that path, it’s better not to enroll until you’re ready.

**In short:** If you go all the way through, do the work, and still feel it wasn’t worth your investment, we’ll honor a refund. But if you sign up expecting a quick peek or a casual overview, this program probably isn’t for you.

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## What are the steps to becoming a Certified Senior Housing Professional® (CSHP®)?

To earn your CSHP® credential, you’ll complete a clear, five-step process:

1. **Complete the Course** — Finish all three parts of the *Success in Seniors Real Estate®* course, including video lessons, reading, and the comprehensive exam.
2. **Complete the Business Blueprint** — Apply key concepts by building your strategic Business Blueprint and taking action in the field. If you are a fast track student, we will walk you through the action steps to ensure you complete them in a way that is productive and intentional - no busy work!
3. **Submit Your Application** — Provide references, confirm your experience and production history, and agree to our professional standards and CSHP® pledge.
4. **Participate in a Brief Interview** — Connect with members of the SREI Membership Council in a virtual face to face interview to discuss your work and

commitment.

5. **Receive Your Certification Decision** — Most applicants who engage in some or all the live accountability sessions and/or Fast Track Q & A sessions receive full approval. From time to time an applicant may be asked to complete follow-up steps as requested by the Membership Council before certification is granted.