



Mandatory Continuing Education

TREC Provider #0005



MANDATORY CONTINUING LEGAL EDUCATION FOR ATTORNEYS

TREC Ethics and Legal are approved for 2.75 hours towards your MCLE by the State Bar of Texas.

2.75 hours Ethics \$30
new # pending
Dual Credit \$40

2.75 hours Legal \$30
new # pending

Real Estate Game Changers

Full 15-hour course including the TREC Mandatory 6 hours of Ethics and Legal (\$119 day of class) \$90 for 9-hour Game Changers only

\$99

This course concentrates on unlocking the potential of new technologies in a changing market. You will learn to improve your marketing and business operations using laptops, digital cameras and tablets. Discover how to reconnect with your target market using modern communication and social media tools, and stay abreast of current market trends by analyzing what is most important to your potential customers.

- Profiling Today's Home Buyer
- Defining the Market
- Technology Impact, tools, and Practices for Brokerage
- Short Sales, Foreclosures and the Texas Auction Process

AUSTIN/ROUND ROCK CAMPUS		512.244.3545	
Apr 12 - 13	Thurs/Fri	Jun 14 - 15	Thurs/Fri
May 10 - 11	Thurs/Fri	Jul 19 - 20	Thurs/Fri

HOUSTON GALLERIA CAMPUS		713.629.4543	
Apr 16 - 17	Mon/Tues	Jun 11 - 12	Mon/Tues
May 14 - 15	Mon/Tues	Jul 16 - 17	Mon/Tues

DALLAS CAMPUS		972.867.4100	
Apr 23 - 24	Mon/Tue	Jun 25 - 26	Mon/Tue
May 24 - 25	Thurs/Fri	Jul 23 - 24	Mon/Tue

HOUSTON WEST CAMPUS		281.496.7386	
Apr 2 - 3	Mon/Tues	Jun 4 - 5	Mon/Tues
May 7 - 8	Mon/Tues	Jul 2 - 3	Mon/Tues

HOUSTON FM 1960 CAMPUS		281.893.4484	
Mar 12 - 13	Mon/Tues	May 30 - 31	Wed/Thurs
Mar 26 - 27	Mon/Tues	Jun 18 - 19	Mon/Tues
Apr 9 - 10	Mon/Tues	Jun 28 - 29	Thurs/Fri
Apr 26 - 27	Thurs/Fri	Jul 9 - 10	Mon/Tues
May 21 - 22	Mon/Tues	Jul 30 - 31	Mon/Tues

SAN ANTONIO CAMPUS		210.349.7600	
Mar 8 - 9	Thurs/Fri	May 17 - 18	Thurs/Fri
Mar 22 - 23	Thurs/Fri	Jun 7 - 8	Thurs/Fri
Apr 5 - 6	Thurs/Fri	Jun 21 - 22	Thurs/Fri
Apr 19 - 20	Thurs/Fri	Jul 12 - 13	Thurs/Fri
May 3 - 4	Thurs/Fri	Jul 26 - 27	Thurs/Fri

FT WORTH CAMPUS		972.867.4100	
Jun 28 - 29	Thurs/Fri		

Day 1 8:30 AM – 5:30 PM Day 2 8:30 AM – 4:30 PM

Game Changers #09-00-123-23783; Ethics #03-03-123-23559; Legal #03-03-123-23558

AUSTIN/ROUND ROCK CAMPUS	
Feb 8 - 9	Wed/Thurs
Apr 11 - 12	Wed/Thurs
Jun 13 - 14	Wed/Thurs

HOUSTON GALLERIA CAMPUS	
Feb 10 and 13	Fri and Mon
Apr 13 and 16	Fri and Mon
Jun 8 and 11	Fri and Mon

DALLAS CAMPUS	
Feb 22 - 23	Wed/Thurs
Apr 20 and 23	Fri and Mon
Jun 22 and 25	Fri and Mon

HOUSTON WEST CAMPUS	
Feb 3 and 6	Fri and Mon
Mar 30 and Apr 2	Fri and Mon
Jun 29 and Jul 2	Fri and Mon

HOUSTON FM 1960 CAMPUS	
Mar 9 and 12	Fri and Mon
May 29 - 30	Tue/Wed
Jul 6 & 9	Fri and Mon

SAN ANTONIO CAMPUS	
Feb 15 - 16	Wed/Thurs
Apr 18 - 19	Wed/Thurs
Jun 20 - 21	Wed/Thurs

Day 1 8:30 AM – 6:15 PM Day 2 8:30 AM – 3:30 PM (Ethics and Legal)

15-hour MCE

Farm and Ranch Real Estate

\$99

Full 15-hour course including the TREC Mandatory 6 hours of Ethics and Legal (\$119 day of class) \$90 for 9-hour Farm and Ranch Portion

This course will cover the following topics:

- Farm and Ranch Contract Property vs. Real Property Issues
- Necessary Addendums for Farm and Ranch Sale
- Commonly Asked Questions Concerning Personal Property
- Tax-Deferred Exchanges or Tax-Free Exchanges vs. Real Property Issues
- Minerals and Mineral Interests

Farm & Ranch #09-00-063-23070

15-hour MCE

Keeping Current with Texas Real Estate

with Chuck Jacobus [Houtson] and Kelly Milligan [Dallas]

Full 15-hour course including the TREC mandatory 6 hours of Ethics and Legal (\$119 day of class)



Chuck Jacobus

- DREI Instructor
- Board Certified Real Estate Attorney
- Past President of REEA
- Course Director for the Advanced Real Estate Law Course
- TREC Broker Lawyer Committee



Kelly Milligan

- Vice- President/Dallas Area Counsel, Chicago Title
- Frequent Speaker on Real Estate, Energy, Economic and Public Policy Issues
- Member State Bar of Texas and Texas Land Title Association
- Board of Directors of Collin County Association of Realtors

This course will cover the following topics:

- Latest Mandatory TREC Ethics and Legal
- Latest TREC and TAR Real Estate Contracts
- Environmental Standards
- Bankruptcy Rules Pertaining to Homestead Exemptions
- New Cases Affecting the Brokerage Industry

\$99

HOUSTON GALLERIA CAMPUS		713.629.4543	
Feb 24 - 25	Fri/Sat	May 25 - 26	Fri/Sat
Mar 23 - 24	Fri/Sat	Jun 22 - 23	Fri/Sat
Apr 20 - 21	Fri/Sat	Jul 27 - 28	Fri/Sat

DALLAS CAMPUS		972.867.4100	
Apr 13 - 14	Fri/Sat	July 16 - 17	Mon/Tues*
May 11 - 12	Fri/Sat	Aug 24 - 25	Fri/Sat
June 15 - 16	Fri/Sat		

Day 1 8:00 AM – 7:00 PM, Day 2 8:00 AM – 12:30 PM

* Monday/Tuesday Classes: Day 1 8:30 AM – 5:30 PM, Day 2 8:30 AM – 4:30 PM

AUSTIN/ROUND ROCK CAMPUS

Mar 14 - 15	Wed/Thurs
May 9 - 10	Wed/Thurs
Jul 18 - 19	Wed/Thurs

DALLAS CAMPUS

Jan 25 - 26	Wed/Thurs
Mar 16 and 19	Fri and Mon
May 23 - 24	Wed/Thurs
Jul 20 and 23	Fri and Mon

HOUSTON FM 1960 CAMPUS

Jan 27 & 30	Fri and Mon
Feb 27 - 28	Mon/Tues
Mar 23 and 26	Fri and Mon
May 18 and 21	Fri and Mon
Jul 27 and 30	Fri and Mon

Insider's Guide #09-00-062-9414

HOUSTON GALLERIA CAMPUS

Jan 20 and 23	Fri and Mon
Mar 28 - 29	Wed/Thurs
May 11 and 14	Fri and Mon
Jul 13 and 16	Fri and Mon

HOUSTON WEST CAMPUS

Mar 2 and 5	Fri and Mon
May 4 and 7	Fri and Mon

SAN ANTONIO CAMPUS

Jan 18 - 19	Wed/Thurs
Mar 21 - 22	Wed/Thurs
May 16 - 17	Wed/Thurs
Jul 25 - 26	Wed/Thurs

Day 1 8:30 AM – 6:15 PM
Day 2 8:30 AM – 3:30 PM
(Ethics and Legal)

15-hour MCE

The Insider's Guide to Commercial Real Estate by Cindy S. Chandler, CCIM, CRE

Full 15-hour course including the TREC Mandatory 6 hours of Ethics and Legal (\$119 day of class)

\$90 for 9-hour Insider's Guide Portion

\$99

This course will cover the following topics:

- Investors and Other Types of Buyers
- Valuation of Properties
- Commercial Contracts
- Leasing, Property Management
- Development, Land
- Due Diligence Checklist

Online Correspondence Only MCE Classes

Prospering with Trends and Strategies*	9 hrs	9001	\$90
Resources for the Successful Salesperson*	9 hrs	23065	\$90
The 3 T's to Success in Today's Marketplace*	9 hrs	9013	\$90
Texas Real Estate Contracts	3 hrs	22842	\$30
Easy Steps to the Buyer's Rep. Agreement	2 hrs	22847	\$20

Sellers Disclosure Notices and DTPA	2 hrs	22845	\$20
Selling to Different Generations	2 hrs	22844	\$20
Personal Performance Mgmt	1 hr	22846	\$10
Positively Outstanding Service	1 hr	22843	\$10



Designations

TREC Provider #0005

All tuition fees include your first year membership dues into designation associations



Accredited Buyer Representative (ABR)

with Short Sales and Foreclosures (see below)

- How to Use the Buyer Representation Agreement
- Understand Retainer Fees, Hourly Fees, Transaction Fees
- Earn Confidence in Your Client-level Services to Your Buyers.
- NAR® Recognized
- Listed in the REBAC Relocation Directory

**Experience requirement – Show proof you have represented 5 buyers within a 36-month period.*



Short Sales and Foreclosures (SFR)

Day 3 of ABR Package



For many real estate professionals, short sales and foreclosures represent the new “traditional” real estate transaction.

- Evaluate All Available Options for Distressed Homeowners
- Identify the Components of an Effective Short-Sale Package
- How to Counsel Buyer-Clients in the Purchase of Foreclosure Properties

SFR certification students must also complete (three) 1-hour webinars available at www.realtorSFR.org and be an NAR member in good standing before submitting an application. The application fee is \$175.

Day 1 and 2 8:30 AM – 5:15 PM ABR, Day 3 8:30 AM – 6:15 PM SFR

ABR/SFR Package **Savings of \$18!**

24 hours of elective MCE

\$280

Accredited Buyer Representation

15 hours of elective MCE

\$199

Short Sales and Foreclosure

9 hours of elective MCE

\$99

TREC Mandatory Ethics and Legal

Add 6 hours to complete MCE requirements

\$40

ABR #15-00-053-22956; SFR #09-00-012-8950

AUSTIN/ROUND ROCK CAMPUS	
Jan 30 - Feb 1	Mon - Wed
Apr 23 - 25	Mon - Wed

HOUSTON GALLERIA CAMPUS	
Jan 16 - 18	Mon - Wed
Mar 12 - 14	Mon - Wed
Apr 30 - May 2	Mon - Wed

DALLAS CAMPUS	
Feb 6 - 8	Mon - Wed
Apr 23 - 25	Mon - Wed
Jun 25 - 27	Mon - Wed

HOUSTON WEST CAMPUS	
Feb 27 - 29	Mon - Wed
May 14 - 16	Mon - Wed

HOUSTON FM 1960 CAMPUS	
Feb 6 - 8	Mon - Wed
Apr 2 - 4	Mon - Wed
Jun 11 - 13	Mon - Wed

SAN ANTONIO CAMPUS	
Feb 20 - 22	Mon - Wed
Apr 2 - 4	Mon - Wed
Jun 4 - 6	Mon - Wed

Senior Real Estate Specialist (SRES)

(includes 15 hours of elective MCE)

\$199

By earning the SRES® designation, a Realtor® has demonstrated necessary knowledge and expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing, or selling the family home.



- 55+ Market
- Generational Studies
- Defining the Market
- Estate Planning
- Capital Gains
- Probate
- Taxpayer Relief Act
- Home Equity Conversion
- Reverse Mortgages

SRES #15-00-122-17703

AUSTIN/ROUND ROCK CAMPUS	
Feb 2 - 3	Thurs/Fri
Apr 26 - 27	Thurs/Fri

HOUSTON GALLERIA CAMPUS	
Jan 19 - 20	Thurs/Fri
Mar 15 - 16	Thurs/Fri
May 3 - 4	Thurs/Fri

DALLAS CAMPUS	
Feb 13 - 14	Mon/Tues
Apr 9 - 10	Mon/Tues
June 18 - 19	Mon/Tues

HOUSTON WEST CAMPUS	
Mar 1 - 2	Thurs/Fri
May 17 - 18	Thurs/Fri

HOUSTON FM 1960 CAMPUS	
Feb 9 -10	Thurs/Fri
Apr 5 - 6	Thurs/Fri
Jun 14 - 15	Thurs/Fri

SAN ANTONIO CAMPUS	
Feb 23 - 24	Thurs/Fri
Apr 5 - 6	Thurs/Fri
Jun 7 - 8	Thurs/Fri

8:30 AM – 5:15 PM, SRES can be used for the ABR elective. Add \$40 for TREC Mandatory Ethics and Legal

Broker Price Opinion Resource (BPOR™)

\$129



Includes 7 hours of elective MCE

BPOs provide critical information for decisions, and have been widely adopted as a valuation tool and for government programs intended to help homeowners avoid foreclosure.

- The Agent's Role in the Valuation Process
- BPO's and CMA's: do you know the difference?
- How do appraisals differ from BPO's?
- Common Disclaimer Information and Red Flags
- Multiple Uses of BPO's
- Distressed Property Impact
- Putting it all together for Understanding of All Parties

BPOR #07-00-014-23969

AUSTIN/ROUND ROCK CAMPUS	
Feb 29	Wed

DALLAS CAMPUS	
Feb 13	Mon
May 17	Thurs

HOUSTON FM 1960 CAMPUS	
Feb 3	Fri
April 11	Wed
May 7	Mon

8:30 am – 4:45 pm

Add TREC Mandatory Ethics and Legal for \$40

HOUSTON GALLERIA CAMPUS	
Feb 16	Thurs
Apr 20	Fri
Jun 18	Mon

HOUSTON WEST CAMPUS	
Mar 23	Fri
Jul 6	Fri

SAN ANTONIO CAMPUS	
Mar 1	Thurs
May 15	Tues

Accredited Luxury Home Specialist (ALHS)

\$250



Includes 15 hours of elective MCE

Join the most elite agents in the country by specializing in working with affluent clients and the luxury home market. Increase your knowledge and hone your skills to attract upper-tier buyers and sellers by adding the ALHS designation!

- Luxury Home Market Trends, Needs and Desires
- Presenting your Services to Luxury Home Buyers
- Servicing, Marketing and Showing the Luxury Home Listing
- A one-year membership to the Luxury Home Council is included

**Experience requirement – Work with 2 luxury home clients.
(A luxury home client is 2 times the average sales price in your market area.)*

ALHS #15-00-034-24105

AUSTIN/ROUND ROCK CAMPUS	
Feb 20 - 21	Mon/Tues
Jun 6 - 7	Wed/Thurs

DALLAS CAMPUS	
Jan 16 - 17	Mon/Tues
Mar 8 - 9	Thurs/Fri
May 7 - 8	Mon/Tues
July 19 - 20	Thurs/Fri

HOUSTON FM 1960 CAMPUS	
Jan 24 - 25	Tues/Wed
Mar 20 - 21	Tues/Wed
May 8 - 9	Tues/Wed
July 11 - 12	Wed/Thurs

Add TREC Mandatory Ethics and Legal for \$40

HOUSTON GALLERIA CAMPUS	
Feb 6 - 7	Mon/Tues
Apr 3 - 4	Tues/Wed
June 19 - 20	Tues/Wed

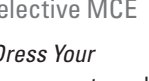
HOUSTON WEST CAMPUS	
Mar 7 - 8	Wed/Thurs
May 30 - 31	Wed/Thurs

SAN ANTONIO CAMPUS	
Jan 31 - Feb 1	Tues/Wed
Mar 27 - 28	Tues/Wed
May 22 - 23	Tues/Wed
July 17 - 18	Tues/Wed

8:30 AM – 4:45 PM

Certified Home Marketing Specialist (CHMS)

\$199



"Home Staging Skills" - Includes 9 hours of elective MCE

Created by Martha Webb, author and producer of *Dress Your House for Success*, this course incorporates staging concepts and strategic marketing designed to create an increased level of real estate expertise—from dialogue that motivates sellers to ads and photos that motivate buyers.

- Address Difficult Issues – Clutter, Cleanliness, Odors, Pets
- No and Low-Cost Staging Techniques with Big Impact
- Color and Buyer Appeal
- Market Analysis Price Graph – a Graphic CMA
- Effective Ads and Improve Photos That Sell!

CHMS #09-00-082-9562

AUSTIN/ROUND ROCK CAMPUS	
Feb 22	Wed
Jun 8	Fri

DALLAS CAMPUS	
Jan 18	Wed
Mar 16	Fri
May 11	Fri
July 27	Fri

HOUSTON FM 1960 CAMPUS	
Jan 26	Thurs
Mar 22	Thurs
May 10	Thurs
July 13	Fri

Add TREC Mandatory Ethics and Legal for \$40

HOUSTON GALLERIA CAMPUS	
Feb 8	Wed
Apr 5	Thurs
June 21	Thurs

HOUSTON WEST CAMPUS	
Mar 9	Fri
Jun 1	Fri

SAN ANTONIO CAMPUS	
Feb 2	Thurs
Mar 29	Thurs
May 24	Thurs
July 19	Thurs

8:30 AM – 4:45 PM