

TREC APPROVED COURSES

NON-ELECTIVE CE COURSES

#33197 | Legal Update I

Covers law, statutes and rules updates; property management; buyers, landlords, tenants, & sellers; contracts and forms; and the unauthorized practice of law. Exam score does not affect credit.

4 credit hours

#33198 | Legal Update II

Covers ethics requirements, Fair Housing laws, agency laws, Deceptive Trade Practices Act (DTPA), tax laws, and other hot topics including unlicensed assistants. Exam score does not affect credit.

4 credit hours

ELECTIVE COURSES – Attorney Taught

#33294 | 1031 Exchanges – by the Rules

Understanding the exchange process will help you understand what your customer is looking for in an exchange property.

1 credit hour

#36915 (UPDATED!) | Addendums to the TREC Contract: In-Depth

An in-depth view of the various sections of the current TREC promulgated contract addenda.

1 credit hour

#36536 | A Dozen Common TREC Contract Problems

Learn to avoid, prevent, or solve common problems when they arise. Keep your clients happy, and your closing on time.

1 credit hour

#32741 | Basic Bankruptcy for Realtors

Bankruptcy may affect your closing, but it doesn't have to stop your sale! Learn the bankruptcy process and the title steps to close.

1 credit hour

#35858 | Closing the Foreign Seller

Learn the current FIRPTA laws to help navigate a closing when a foreign person is involved in the transaction.

1 credit hour

#36887 (UPDATED!) | Completing the TREC 1-4 Family Residential Resale Contract

This 2-hour course delves into the entire process of filling out a contract, staying on track, and keeping the parties informed.

2 credit hours

ELECTIVE COURSES – Attorney Taught

#36911 | Death, Guardianships, and Real Estate

Learn how the ownership of property is affected by death or guardianship.

1 credit hour

#35859 | Deeds

Learn about the different types of deeds and how you use them to pass title in Texas.

1 credit hour

#36533 | What Is Title Insurance?

What is the role of the title agent in your transaction and what does a title policy actually insure?

1 credit hour

#35856 | Foreclosures and REO Sales

Foreclosures and REO properties have different title requirements. Learn what your title company and lender need to close on time.

1 credit hour

#33406 (NEW!) | Heirship Affidavits vs. Probating Wills

Compare the risks and benefits of heirship affidavits and probating wills when someone in title has died.

1 credit hour

#36535 | Marital Property Rights

Learn when a spouse is required to sign closing docs and how to sell a property after divorce.

1 credit hour

#37066 | Fair Housing: A Discussion with Real Estate Professionals

This course provides real estate professionals with an in-depth discussion of the Fair Housing laws, including federal and state laws (TX Property Code & TX Administrative Code), local city ordinances and Article 10 of the National Association of Realtors Code of Ethics. The discussion will highlight practical scenarios relating to conversations with potential sellers and buyers and advertisements for rentals and listings. Real estate professionals will leave the class with a better understanding, awareness and compliance with Fair Housing laws.

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#34129 (UPDATED!) | New & Notable TREC Form Changes

This course covers recent TREC contract and addenda changes that affect you and your clients.

1 credit hour

#32742 | Oil and Gas: What the Texas Realtor Needs to Know

Oil and Gas is a large industry in Texas! Learn the common terms and get familiar with the title processes so that your client gets a smooth closing.

1 credit hour

#33337 (NEW!) | Power of Attorney - 2017 Amended Statutory Form

Learn about the changes to the Texas Power of Attorney and how these changes may affect your clients.

1 credit hour

#36537 (NEW!) | Transfer on Death vs. Life Estate Deeds

Texas now has a Transfer on Death deed. Learn more about it and how it compares to Life Estate Deeds for your clients and your closings.

1 credit hour

#34757 | Surveys: More Than a Picture

Should your clients use the old survey? What does this Area & Boundary deletion actually do?

1 credit hour

#34847 | Title Commitments – A to D

Learn the parts of a title commitment, the nature of exceptions, and how your residential transactions could be affected.

1 credit hour

#33536 (NEW!) | Texas Business Entities: Closing the Right Way

From Sole Proprietors to Corporations, learn the rules governing business entities in Texas so you close the right way.

1 credit hour

#36883 | Trusts

Learn more about Trusts including who can sell, how property transfers into or out of a Trust, and the common terms.

1 credit hour

ELECTIVE COURSES – *Commercial Transactions*

#36886 | TAR Commercial Contracts: In-Depth Analysis

An in-depth review of the TAR Commercial contract. Learn how to prepare commercial contracts and how to advise clients as to their obligations so the sale successfully closes.

2 credit hours

#36908 | Title Insurance Commitments for Commercial Transactions

Learn the critical parts of title commitments for commercial transactions to ensure you and your client meet critical deadlines for a successful closing.

1 credit hour

#36884 | Endorsements to Title Policies for Commercial Transactions

Learn what title insurance policy endorsements are available to your clients for commercial property, and the cost associated with each endorsement.

1 credit hour

#36916 | Title Policies for Commercial Transactions

Learn what title insurance policies cover as well as alternatives to these policies and their costs.

1 credit hour

ELECTIVE COURSES – *Marketing*

#34846 | Current TREC Advertising Rules

Get up to date on the current TREC advertising rules to ensure you are in compliance. New advertising rules are effective May 15, 2018!

1 credit hour

#34759 | Elevator Speech: 8 Seconds to a First Impression

Learn tips for creating the best first impression when marketing your business to new clients and co-workers.

1 credit hour

#35851 | Planning for Real Estate

Studies show that you become 42% more likely to achieve your goals and dreams simply by writing them down on a regular basis. In this two-hour workshop, we will set business goals by using an interactive calculator, develop a business plan that is geared towards your goals, write an elevator speech that can be used for one-on-one appointments, and end with ways to stay in touch with past clients.

2 credit hours

TREC APPROVED COURSES

ELECTIVE COURSES – Marketing

#34245 | Success Selling Across the Generations

Effective communication is key when it comes to real estate! In this class, you will learn how to effectively market, sell and communicate across all the generations.

1 credit hour

#35855 | Selling Safely

Learn simple steps to avoid potentially dangerous situations and help keep you and your client's property safe.

1 credit hour

#34630 | Smooth Sailing for a Smooth Closing

Set sail for a smooth closing by understanding the title examination process. This course is designed to give a basic overview of the title commitment and common issues that may arise.

1 credit hour

#34639 | Turn a For Sale by Owner (FSBO) Into a Listing

Marketing property owners who have listed their homes FSBO provides a unique opportunity for the well prepared agent to gain additional source of business.

1 credit hour

#34784 | What's Your Personality

Are you a dolphin, panther, peacock or owl? Learn more about your work personality and how to interact with people who are not like-minded.

1 credit hour

#33070 | Winning Strategies to Win the Negotiation and Win the Sale

This course helps real estate agents sharpen their negotiating skills, learn to overcome objections, apply problem solving skills, and develop their own sales style to keep the negotiation on track and win the sale.

1 credit hour

#36896 | Closed the Deal: Now What? (NEW)

Studies have shown that many buyers and sellers would use their Realtor again and/or recommend their Realtor to others; but when the time comes, very few actually do. Why? The client/Realtor relationship slowly faded over the years due to lack of follow up. In this class, we will teach Realtors how to effectively maintain client relationships after the transaction closes to ensure repeat business and future referrals.

1 credit hour

ELECTIVE COURSES – Marketing

#36224 | Don't Hesitate – Lead Generate! (New!)

seasoned real estate professionals, but are you generating and converting leads the best way possible? In this 2-hour class, we will discuss how to get leads different online avenues such as blogging, social media, and Facebook advertising. Lastly, we will discuss how to convert those leads into customers with many different follow up tools and scripts that will help close the sale.

2 credit hour

ELECTIVE COURSES – Social Media & Technology

#33409 (UPDATED!) | Hashtag Strategy for Social Media

Hashtags have grown into a social media necessity that can boost your post engagement tremendously, but are you using them correctly? In this class, you will understand the importance of hashtags, the proper way to use them for your brand, where to place hashtags and how many hashtags you need to use on different social media platforms, and lastly how to grow your following by the use of campaign hashtags.

1 credit hour

#35853 | Facebook 101 Workshop – Setting up for Success

This beginner course will help real estate agents easily build a professional Facebook presence.

1 credit hour

#35854 (UPDATED!) | Facebook Marketing – Content Strategy and Page Exposure

Facebook is the number one social media platform in the world, but are you using it properly for your business? In this class, we will discuss the best ways to utilize Facebook to connect and engage with your audience.

1 credit hour

#34848 (UPDATED!) | Instagram 201 – Advanced Topics

Want to take Instagram to the next level? In this class, we will walk through the advantages of a business profile, the importance of hashtags and captions, and end with all the extra posting features that Instagram has to offer.

1 credit hour

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ELECTIVE COURSES – *Social Media & Technology*

#33211 | Wire Fraud and Cyber Crime

This course discusses tactics used by hackers to steal funds from real estate transactions and provides tips for better protecting buyers, sellers, and agents against cybercrimes.

1 credit hour

#34785 | Video and You

Videos are one of the most successful and underused marketing strategies. We will give real estate agents the tools and knowledge to successfully utilize video marketing.

1 credit hour

#33410 (UPDATED!) | LinkedIn – Really Connect!

Learn how to create a profile and build an online reputation that shows others why they should do business with you.

1 credit hour

#33538 (UPDATED!) | Live Streaming to Build Your Brand

We know live streaming is a successful marketing tool in today's world, but does going live scare you? In this hands-on class, we will discuss the importance of going live, give you the 4 steps to a successful live video, and end with tips and tricks that will make recording a live video less intimidating.

1 credit hour

#35857 | Mobile Apps for Real Estate – Elevate Your Business

Learn how to use top real estate mobile applications to improve organization, save time, make more money and build your brand.

1 credit hour

#33102 (UPDATED!) | More than 100 Ideas for Social Media Content

Do you struggle with finding things to post on your social media platforms? If yes, then you're not alone! In this class, we give you more than 100 ideas of what you should be posting on your platforms plus tips and tricks that will get you more likes, comments, and shares.

1 credit hour

#33408 (UPDATED!) | Snapchat for Real Estate

Are you curious how Snapchat works? In this introductory class, we will dissect the Snapchat app and teach you how to use this unique social media platform for your real estate business.

1 credit hour

ELECTIVE COURSES – *Social Media & Technology*

#34758 (UPDATED!) | Social Media Planning to Boost Your Business

Is social media overwhelming to you? Are you stuck in a social media rut and need a plan? In this two-hour class, we will walk through the major social media platforms in detail, give ideas on what to post on each platform, develop a social media plan that works for your business, and end with tips and tricks that will make your social media platforms shine!

2 credit hours

We offer TREC certified classes for real estate professionals that have been authored by Title Resources Guaranty (Provider #0245) and we are constantly expanding our course offerings. Please contact our office at 469-551-3444 to discuss how we can assist with your education needs.