

TREC APPROVED COURSES

ELECTIVE COURSES – Legal

#37769 | 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

#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

**This course counts towards the required contract CE hours needed for license renewal beginning 2/1/2021.*

#36915 | 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

**This course counts towards the required contract CE hours needed for license renewal beginning 2/1/2021.*

#36888 | 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

#40267 | 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 | 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

**This course counts towards the required contract CE hours needed for license renewal beginning 2/1/2021.*

#39862 | Completing the Farm & Ranch Contract

This 2-hour course will focus on the completion of the TREC Farm and Ranch Contract by discussing the nature of farm and ranch properties, survey issues, easements and access issues, taxes, minerals, title insurance coverages and so much more!

2 credit hours

**This course counts towards the required contract CE hours needed for license renewal beginning 2/1/2021.*

#36911 | Death, Guardianships, and Real Estate

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

1 credit hour

#40278 | Deeds

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

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

#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.

1 credit hour

#40271 | 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

#37999 | 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

#37796 | 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

#37797 | 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

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Loan Policy and Title Endorsements for Lenders

For this lender specific course, we will discuss Loan Policy T-2 coverage and the role of lender title endorsements and how they can give lenders added coverage to their loan policy.

No credit available

#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

#38707 | New & Notable TREC Form Changes

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

1 credit hour

**This course counts towards the required contract CE hours needed for license renewal beginning 2/1/2021.*

#36885 | 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 has a smooth closing.

1 credit hour

#37997 | 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

#39295 | Surveys: More Than a Picture

Should your clients use the old survey? What does this Area & Boundary deletion actually do? Learn the answers to these questions and so much more!

1 credit hour

#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

**This course counts towards the required contract CE hours needed for license renewal beginning 2/1/2021.*

#38134 | 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

#39437 | 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

#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

#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

#36537 | 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

#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

#40191 | Unique Utilities for Realtors

Things You Should Know About MUD's, SUD's, PID's and Others

When buying or selling real property outside of urban cores, Texas has a dizzying array of entities that may provide utility services. In this class, Realtors will learn the different types of utility entities, which ones serve a particular property, the requirements and disclosures of selling property in certain utility entity jurisdictions and so much more!

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

TREC APPROVED COURSES

ELECTIVE COURSES – Marketing

#36896 | Closed the Deal: Now What?

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

#39434 | Create, Post, Engage! – Getting the Most out of Social Media

The goal of social media is to build relationships with friends, family and customers; but with ever changing algorithms and constant platform updates, it's easy to get behind the curve and feel overwhelmed. In this class, we will discuss the overall goal of social media, explain newsfeed algorithms and ranking signals, share content ideas that will result in a higher Reach, discuss the best times to post, and end with things to avoid.

1 credit hour

#37068 | Create with Canva

Canva is a graphic design program that allows users to create beautiful designs in a matter of minutes! Grab your laptop and join us for an introductory workshop where you will learn step-by-step how to create captivating social media posts, real estate flyers, newsletters and so much more.

1 credit hour

#37389 | Creating a Strong Online Presence

The key to a successful real estate business is having a strong online presence. In this class, we will give you tips on how to effectively create a trusted online presence through websites, Google My Business, social media, online reviews and so much more.

1 credit hour

#36224 | Don't Hesitate – Lead Generate!

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 hours

#39293 | 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

#40288 | Facebook 101 Workshop – Setting up for Success

Do you need to build a professional Facebook presence but don't know where to get started? In this beginner class, we will discuss the importance of Facebook and the differences between a personal profile and a business page. Next, we will walk through detailed steps on how to create a Facebook business page. Lastly, we will teach you how to effectively post and utilize your page every day.

1 credit hour

#40283 | 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

#38000 | 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 you need to use on each social media platform.

1 credit hour

#39435 | Instagram Marketing: Concepts to Increase Exposure

Want to take Instagram to the next level? In this class, we will discuss the advantages of a business profile, content to post, the importance of hashtags and captions, and end with tips and tricks that will help increase followers and post engagement.

1 credit hour

#38130 | Instagram Stories: How to Use Them to Build Your Brand

A great way to increase engagement with your followers is through Instagram Stories; but do you know what they are or how they work? In this class, we will create an Instagram Story from start to finish, demonstrate how to share a post in a Story, how to save a Story to a Highlight and so much more!

1 credit hour

TREC APPROVED COURSES

ELECTIVE COURSES – Marketing

#37998 | LinkedIn – Really Connect!

LinkedIn is the largest professional social media site that can put you in front of many potential customers! In this class, we will highlight the important parts of a LinkedIn profile and give you tips that will help increase engagement with your connections.

1 credit hour

#40249 | Planning for Real Estate Success

Failing to plan is planning to fail. In this 1-hour workshop, we will review past successes and failures, set business goals by using an interactive calculator, develop a business plan that is geared towards your individual goals and end with tips and tricks that will enhance productivity and keep you on track for success.

1 credit hour

#38708 | Success Selling Across the Generations

Effective communication is key when working with customers and industry partners, so it's important to understand how each generation prefers to communicate and do business. In this class, you will learn how to effectively market, sell and communicate across all the generations.

1 credit hour

#40280 | Selling Safely

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

1 credit hour

#39364 | Smooth Sailing for a Smooth Closing

Set sail for a smooth closing by understanding the title examination process. This class is designed to give a basic overview of the title commitment, common issues that may arise and ways that you can help ensure a smooth transaction.

1 credit hour

#39294 | 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

#39365 | 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 an additional source of business. In this class, we will give you steps to take that will help connect you with the seller in hopes of turning that FSBO into a customer.

1 credit hour

#39280 | Video and You

Videos are one of the most successful and underused marketing strategies in today's digital world. In this class, we will give real estate agents ideas on what to record, tips on creating the perfect video and where to promote the video to get the most views.

1 credit hour

#39296 | 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

#37391 | 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 cyber crime.

1 credit hour

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.