



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 #Pending

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 #15-00-032-9111

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

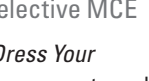
HOUSTON WEST CAMPUS	
Mar 7 - 8	Wed/Thurs
May 30 - 31	Wed/Thurs

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