### Trends and Disruptors in Real Estate Today

**$119 | 18-HOUR CE PROGRAM**

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Available in Austin, Dallas, and Fort Worth campuses.

**CE Program includes:**
- Green building and buying
- New financing models emerging
- Smart-home and artificial intelligence technologies
- Home design and construction trends
- New business models such as ibuyers
- Technology Update
- 8-Hour TREC Legal Update I & II

### Texas Complete with Broker Responsibility

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**Day 1 Schedule**
- 8:30 AM - 12:30 PM Legal Update I 04-04-121-37796
- 1:30 PM - 5:30 PM Legal Update II 04-04-121-37797
- 5:30 PM - 6:45 PM Tech Update 02-02-111-38145

**Day 2 Schedule**
- 8:30 AM - 3:30 PM Broker 06-06-120-35367
- 3:30 PM - 5:30 PM Policies Manual 02-00-062-39372

**CE Program includes:**
- Regulatory aspects of management
- Business entities for ownership
- How to Write and Understand a Policies and Procedures Manual
- Records organization and retention
- Recruitment and retaining of agents
- Technology Update
- 8-Hour TREC Legal Update I & II

### Property Management

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**Day 1 Schedule**
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- 1:30 PM - 5:30 PM Legal Update II 04-04-121-37797
- 5:30 PM - 6:45 PM Tech Update 02-02-111-38145

**Day 2 Schedule**
- 8:30 AM - 6:45 PM Property Management 10-00-101-37961
- 3:30 PM - 5:30 PM Policies Manual 02-00-062-39372

**Property management is on the rise, and there is an entire segment of real estate professionals that have chosen to also specialize in professional property management, a path in which agents and brokers work directly with property owners who lease their properties.**

**CE Program includes:**
- Working with property owners
- Relevant legal and insurance matters
- Creating management plans
- Budgeting and financial reporting
- Leasing and more
- 8-Hour TREC Legal Update I & II
Commercial Real Estate

$119 | 18-HOUR CE PROGRAM

Understand the ins and outs of the commercial real estate business and become familiar with the terminology and mathematics. By the end you will have a better understanding of how this unique area of real estate works and see commercial real estate in a whole new way.

CE Program includes:
- 8-Hour TREC Legal Update I & II
- Investors and types of buyers
- Valuation of properties

Farm and Ranch Real Estate

$119 | 18-HOUR CE PROGRAM

This CE real estate course is perfect for the commercial real estate agent and covers all the areas a farm and ranch real estate agent needs to know. The course covers contracts, mineral rights, reservations in water rights and how they work within the state of Texas.

CE Program includes:
- 8-Hour TREC Legal Update I & II
- Farm & Ranch contracts
- Mineral rights
- Environmental issues concerning ranch land
- Land and water rights

TREC Legal Update I & II

$80 | 8-HOUR CE PROGRAM

Legal Update Part 1 covers various topics related to changes in regulations, forms and standards of practice including TREC statute and rule updates, legislative changes affecting property management, disclosures and unauthorized practice of law, and an overview of changes to promulgated contract and addenda forms.

Legal Update Part 2 deals with ethics-related topics and those topics considered by TREC to be an important focus for sales agents. Topics include ethics requirements, fair housing and agency laws, DTPA, and various important legislative topics related to ethics, CFPB and tax laws.