REAL ESTATE CONTINUING EDUCATION (CE)

Strategies for Career Excellence

$119 | 18-HOUR CE PROGRAM

Designed to meet 2019 TREC Continuing Education requirements, this program covers a myriad of topics, including TREC legal updates, current and emerging technologies and their effect on business, and tips on how to make your business more successful in a changing world.

Classroom CE Program Includes:
- Strategies for Career Excellence
- Technology Update
- Available in the Classroom or Online
- Mandatory Legal Update I & II

Day 1 Schedule
8:30 AM - 12:30 PM | Legal Update I
1:30 PM - 5:30 PM | Legal Update II
5:30 PM - 6:45 PM | Technology Update

Day 2 Schedule
8:30 AM - 5:30 PM | Strategies for Career Excellence

Enroll Online at ChampionsSchool.com/real-estate/tx/ce
**Texas Complete with Broker Responsibility**

$119 | 18-HOUR CE PROGRAM

Brokers who sponsor sales agents, broker of an entity or those authorized to supervise other licensees are required to take a 6-hour course on broker responsibility. In addition to the Broker Responsibility course this program includes 8 hours of TREC Legal Update I & II, Tech Update, and the very informative 2-Hour elective How to Write and Understand a Policies and Procedures Manual.

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<th>AUSTIN</th>
<th>FORT WORTH</th>
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**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.

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8-Hour Online Course Available ChampionsSchool.com/real-estate/tex/ce
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
- Types of grasses

HOUSTON GALLERIA
Aug 14 - 15 Wed/Thu
Oct 9 - 10 Wed/Thu
Dec 4 - 5 Wed/Thu

AUSTIN
Aug 14 - 15 Wed/Thu
Oct 9 - 10 Wed/Thu
Dec 4 - 5 Wed/Thu

HOUSTON NORTH
Jul 26 - 29 Fri & Mon
Sep 20 - 23 Fri & Mon
Nov 22 - 25 Fri & Mon
Jan 24 - 27 Fri & Mon

HOUSTON WEST
Aug 2 & 5 Fri & Mon
Oct 4 & 7 Fri & Mon
Nov 27 & Dec 2 Wed & Mon

DALLAS
Jul 24 - 25 Wed/Thu
Sep 25 - 26 Wed/Thu
Nov 20 - 21 Wed/Thu
Jan 22 - 23 Wed/Thu

FORT WORTH
Aug 16 - 17 Fri/Sat
Oct 15 - 16 Tue/Wed
Dec 16 - 17 Mon/Tue

San Antonio
Jul 17 - 18 Wed/Thu
Sep 18 - 19 Wed/Thu
Nov 13 - 14 Wed/Thu
Jan 15 - 16 Wed/Thu

Insider’s Guide to 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

HOUSTON GALLERIA
Aug 16 & 19 Fri & Mon
Oct 25 & 27 Fri & Sun
Dec 13 & 16 Fri & Mon

AUSTIN
Jul 10 - 11 Wed/Thu
Sep 11 - 12 Wed/Thu
Nov 6 - 7 Wed/Thu
Jan 8 - 9 Wed/Thu

HOUSTON NORTH
Aug 23 & 26 Fri & Mon
Oct 25 & 28 Fri & Mon
Dec 6 & 9 Fri & Mon

HOUSTON WEST
Jul 12 & 15 Fri & Mon
Sep 9 & 13* Mon & Fri*
Nov 1 & 4 Fri & Mon
Jan 3 & 6 Fri & Mon

DALLAS
Aug 8 - 9 Thu/Fri
Oct 23 - 24 Wed/Thu
Dec 18 - 19 Wed/Thu

FORT WORTH
July 15 - 16 Mon/Tue
Nov 22 - 23 Fri/Sat
Jan 24 - 25 Fri/Sat

SAN ANTONIO
Aug 14 - 15 Wed/Thu
Oct 16 - 17 Wed/Thu
Dec 11 - 12 Wed/Thu

Keeping Current with Texas RE

$119 | 18-HOUR CE PROGRAM

Stay up-to-date on the most current practices and regulations in Texas real estate today. It includes the newest TREC and TAR contracts along with the latest figures from Fannie Mae and Freddie Mac, discussions on the latest environmental standards, bankruptcy rules pertaining to homestead exemptions, and new cases affecting the brokerage industry.

CE Program includes:
- 8-Hour TREC Legal Update I & II
- Latest TREC and TAR contracts
- Environmental standards
- Bankruptcy rules pertaining to homestead exemptions
- New cases affecting the brokerage industry

HOUSTON GALLERIA
Jul 11 - 12 Thu/Fri
Jul 27 - 28 Sat/Sun
Aug 1 - 2 Thu/Fri
Aug 24 - 25 Sat/Sun
Sep 5 - 6 Thu/Fri
Oct 10 - 11 Thu/Fri
Oct 26 - 27 Sat/Sun
Nov 7 - 8 Thu/Fri
Dec 5 - 6 Thu/Fri
Dec 21 - 22 Sat/Sun
Jan 9 - 10 Thu/Fri
Jan 25 - 26 Sat/Sun

HOUSTON WEST
Jul 2 & 5 Fri & Mon
Oct 4 & 7 Fri & Mon
Nov 27 & Dec 2 Wed & Mon

Day 1 Schedule
8:30 AM - 6:45 PM Farm & Ranch
Day 2 Schedule
8:30 AM - 12:30 PM Legal Update I
1:30 PM - 5:30 PM Legal Update II
Legal I: 04-04-129-33197; Legal II: 04-04-129-33198

Day 1 Schedule
8:30 AM - 6:45 PM Insiders Guide
Day 2 Schedule
8:30 AM - 12:30 PM Legal Update I
1:30 PM - 5:30 PM Legal Update II
Insider: 10-00-129-33555
Legal I: 04-04-129-33197; Legal II: 04-04-129-33198

Buty Underwood - Instructor
- Champions Instructor and Subject Matter Expert since 2003
- Specialist in Real Estate technology
- Licensed Broker
- Member of the HAR Educational Advisory Committee
- Communication Chair NAPMW

Keep up-to-date on the most current practices and regulations in Texas real estate today. It includes the newest TREC and TAR contracts along with the latest figures from Fannie Mae and Freddie Mac, discussions on the latest environmental standards, bankruptcy rules pertaining to homestead exemptions, and new cases affecting the brokerage industry.