Trends and Disruptors in Real Estate Today

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

**July 8 - 9**  
**Wed/Thu**
**July 22 - 23**  
**Wed/Thu**

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: Tech Update

Day 2 Schedule

- 8:30 AM - 5:30 PM: Trend and Disruptors  
- 8:00-012-38491

**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

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

**July 15 - 16**  
**Wed/Thu**
**July 30 - 31**  
**Thu/Fri**

Day 1 Schedule

- 8:30 AM - 12:30 PM: Legal Update I  
- 1:30 PM - 5:30 PM: Legal Update II

Day 2 Schedule

- 8:30 AM - 3:30 PM: Broker
- 3:30 PM - 6:45 PM: Policies Manual  
- 02-00-060-34738

**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

Keeping Current with Texas RE

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

**July 16 - 17**  
**Thu/Fri**
**July 25 - 26**  
**Sat/Sun**

Day 1 Schedule

- 8:30 AM - 3:30 PM: Broker Responsibility  
- 3:30 PM - 6:45 PM: Legal Issues

Day 2 Schedule

- 8:30 AM - 12:30 PM: Legal Update I  
- 1:30 PM - 5:30 PM: Legal Update II

**CE Program includes:**

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

Property Management

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

**July 15 & 17**  
**Wed & Fri**

Day 1 Schedule

- 8:30 AM - 12:30 PM: Legal Update I
- 1:30 PM - 5:30 PM: Legal Update II

Day 2 Schedule

- 8:30 AM - 6:45 PM: Property Management  
- 10:00-101-37961

**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

**July 22 & 24**
Wed & Fri

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

Day 2 Schedule
- 8:30 AM - 6:45 PM Commercial
  10-00-071-37358

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

**July 29 & 30**
Wed/Thu

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

Day 2 Schedule
- 8:30 AM - 12:30 PM Commercial
  10-00-071-37358

TREC Legal Update I & II

$80 | 8-HOUR CE PROGRAM

**8-Hour TREC Legal Update 1 & 2**

**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.

**NEW! 2-HR CE Courses in the Virtual Classroom**

**Truth-in-Lending Disclosures** 2-Hr

**Jul 6** 9 AM - 11 AM $20
02-00-111-38146

**How to Prepare Your Personal Business Plan** 2-Hr

**Jul 20** 9 AM - 11 AM $20
02-00-052-39258

**NEW! MUD 101** 2-Hr

**Jul 22** 9 AM - 11 AM $20
02-00-101-37800

Need a few extra CE hours? Take a look at our exciting new one-and-two hour CE courses available exclusively from our ChampionsLive virtual classroom! Learn more at www.championsschool.com/live