



CE CREDIT COURSES

Presented by: **JOE HERRERA**
Senior Vice President, Director of Education

Provider: Title Resources Guaranty Company

Provider #: 0245

DocuSign

This course is designed to help real estate agents understand how to utilize DocuSign to its full potential, either on its own or with Zipforms Plus.

1 CE Credit

27164

Evernote for iPad

This course is designed to help show the ease of using Evernote on a mobile device, specifically the iPad.

1 CE Credit

27164



CE CREDIT COURSES

Presented by: **BETH STAVINOHA**
Corporate Communications Director

Provider: Dawn Enoch Moore, P.C.

Provider #: 0311

LinkedIn: Really Connect

Your public profile on LinkedIn acts as your social selling business card. Once you learn to optimize your LinkedIn profile, it can generate more traffic to your website. Learn the basics of creating an account but also more advanced features to help create an online reputation that shows others you are credible and why they should do business with you.

1 CE Credit

28699

Facebook Marketing

This course is designed to help real estate agents address marketing goals, understand their audience, SEO visibility, create compelling content, measure their success, grow their fan base, as well as leverage their page across other marketing platforms.

1 CE Credit

28698

Video & You

We will give real estate agents the tools and knowledge to successfully utilize video marketing to help sell listings, attract future clients and increase SEO.

1 CE Credit

28419



CE CREDIT COURSES

Presented by: **BLAIR MCCARTNEY**
Associate Counsel

Provider: Dawn Enoch Moore, P.C.

Provider #: 0311

Safely Selling

Learn simple step to avoid potentially dangerous situations and help keep you and your clients' property safe.

1 CE Credit

28420

Texas Title Talk

Reviews title insurance offerings and gives a basic overview and guidelines to understanding a title commitment, including common issues that arise.

1 CE Credit

29059

Who Signs? Marital Property Rights

Designed to equip Real Estate agents with knowledge on marital property rights to include the Supreme Court ruling recognizing same sex spouses. The course will cover the following: Knowledge of a Marital Affidavit, What is homestead property (*Who signs based on homestead property; Same sex spouse*), Common law marriage, Community & Separate Property (*Understanding the difference; Tracing; Commingling; Same sex spouse*), Liens against the ex-spouse.

1 CE Credit

29278



NON-CE CREDIT COURSES

Industry Update and Current Challenges

Presented by: Dawn Enoch Moore

How to Avoid Litigation

Presented by: Dawn Enoch Moore

Current Trends in Title Issues

Presented by: Dawn Enoch Moore

Effective Client Communication

Presented by: Dawn Enoch Moore

Contract Trouble Shooting

Presented by: Dawn Enoch Moore

Allegiance

TITLE COMPANY

For more information, or to schedule a class, please call:

Arlington

4200 South Cooper, Suite 102
Arlington, TX 76015
817-695-1115

Colleyville

Smith, DeVoss Attorneys PLLC
An Attorney-Owned Closing Office
1116 Glade Road
Colleyville, TX 76034
817-354-9911

Coppell

235 S. Denton Tap Rd., Suite 300
Coppell, TX 75019
972-304-8000

Dallas (Preston Center)

6030 Sherry Lane
Dallas, TX 75225
214-373-3500

Dallas (Turtle Creek)

Travis Perry Law Firm, PLLC
3811 Turtle Creek Blvd.
Suite 330
Dallas, Texas, 75219
214-420-6006 | f: 214-420-6007

Duncanville

Ashley D. Adams
An Attorney-Owned Closing Office
515 Cedar Ridge Drive
Suite 103
Duncanville, TX 75116
972-283-6655

Flower Mound

3212 Long Prairie Rd., Suite 100
Flower Mound, TX 75022
972-355-5525

Fort Worth

Janecek & Jones, PC
An Attorney-Owned Closing Office
101 Summit Avenue
Suite 907
Fort Worth, TX 76102
817-529-5200

Fort Worth (Boat Club)

Smith, DeVoss Attorneys PLLC
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4516 Boat Club Road
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Fort Worth, TX 76135
817-354-9911

Frisco

4944 Preston Road
Suite 104
Frisco, TX 75034
972-630-4700

Grand Prairie

Thorne & Skinner,
Attorneys At Law
An Attorney-Owned Closing Office
123 West Main Street
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972-264-9044

Houston/Vintage

20455 State Highway 249
Suite 150
Houston, TX 77070
346-226-5280

Houston/Galleria

109 North Post Oak Lane
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Houston, Texas 77024
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Keller

101 Town Center Lane
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Lakewood

1834 Abrams Parkway
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214-915-8755

Corporate

8111 Preston Rd., Suite 300
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1431 Greenway Drive
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McKinney

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North Richland Hills

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4017 Preston Road
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Rockwall

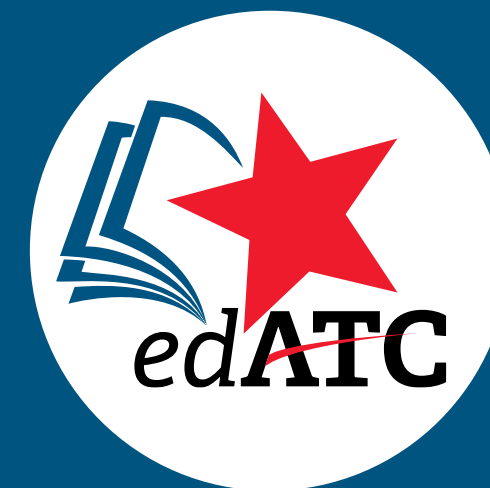
Garon Horton Law Offices
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2701 Sunset Ridge Drive
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Southlake

500 W. Southlake Blvd
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Southlake, TX 76092
817-431-0500

Sugar Land

Faisal R. Vellani, PLLC
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54 Sugar Creek Center Blvd.
Suite 300
Sugar Land, TX 77478
832-500-7905



EDUCATION MENU



Provider: Dawn Enoch Moore, P.C.

Provider #: 0311

Allegiance

TITLE COMPANY

www.allegiantitle.com

*Any two-hour class, or combination of two one-hour classes, can receive credit for "Ebby Hours"



CE CREDIT COURSES

Presented by: **DAWN ENOCH MOORE**
CEO, Allegiance Title Company, Attorney at Law

Provider: Dawn Enoch Moore, P.C.

Provider #: 0311

Drafting & Negotiating Contracts

To help agents better draft a contract to effect the intent of the parties, and to help them avoid legal pitfalls.

3 CE Credit **29877**

Real Estate Contracts

Provides an understanding of the provisions and intent of the TREC promulgated contracts and addendums with the intent of enabling agents to ensure effective use of the contracts and addendums for their clients.

2 CE Credit **29876**

Understanding Surveys & Title Issues

Covers the basic provisions of title commitments, coverages, exceptions and exclusions, and how to read a survey so agents can answer basic questions about title insurance for their clients.

2 CE Credit **29293**

Industry Update: New Trends, Lending Practices & Form Changes

A review of the new regulations affecting lending and settlement services, and, with the improving market, addresses issues with multiple offers, escalation clauses, appraisals and delayed closings, and how to write back-up contracts.

2 CE Credit **28309**

The Dirty Dozen: Common Contract Problems

The Dirty Dozen is a review of commonly made mistakes and misunderstandings when drafting and negotiating contracts and how to avoid them.

2 CE Credit **30482**

The Addenda to the Contract (Paragraph 22)

The Addenda is a review of the various addenda, how to effectively use them, and how to avoid common mistakes and misunderstandings, including the contractual obligations of deadlines, contingencies and waiver of contingencies contained or NOT contained in the addenda.

2 CE Credit **30550**

Basic Real Estate Contracts

Covers the basics of the TREC contracts and addendums with an emphasis on the latest changes to the contracts.

1 CE Credit **29963**

Industry Update: Economics of Legislative and Regulatory Reform

Brings agents up to date on new State and Federal laws, lending reforms, and contract changes that affect agents' duties and obligations.

1 CE Credit **29661**

Mortgage Fraud: What Is It and How Do We Prevent It?

A how to in recognizing mortgage fraud and avoiding participating in fraudulent transactions.

1 CE Credit **29875**

Basic Real Estate Law

Covers basic real estate contract law in order to help agents avoid common mistakes when negotiating and drafting contracts.

1 CE Credit **29874**

Working the Short Sale

Provides an understanding of the complexities of closing a Short Sale Transaction, including how to limit exposure to losses for both parties, and setting expectations to reduce the stress and frustration of the process.

1 CE Credit **31067**

Mineral Rights, Interests & Reservations (including discussion of contract issues)

Helps agents understand the complexities of mineral rights ownership, the different mineral rights that can be negotiated, and the limits and effects of the TREC contract and mineral reservation addendum.

1 CE Credit **31070**

Market Update: New Practices, New Forms and What's Down the Road

An overview of how low inventory, low rates, migration and an improving economy are changing the market, together with a preview of the coming changes under the Consumer Financial Protection Bureau and lender "vetting" of service providers.

1 CE Credit **26837**

Risk Management: Ten Steps to Reduce the Risk of Litigation

A how to on avoiding the risk of litigation by documenting the file, communicating with client, managing expectations and implementing best practices.

1 CE Credit **27979**

New Lending Laws Affecting the Way We Do Business

Learning about the new rules imposed on the lender by the Consumer Financial Protection Bureau and how they affect closings, including a review of the new time lines and educating the consumer.

1 CE Credit **28592**

Legal I

Mandatory TREC promulgated course.

4 CE Credit **29622**

Legal II

Mandatory TREC promulgated course.

4 CE Credit **29623**



CE CREDIT COURSES

Provider: Dawn Enoch Moore, P.C.

Apps for Real Estate

The goal of this course is to help real estate agents improve organization, save time, make more money and enhance their professionalism, all with the simple use of apps.

1 CE Credit **28416**

Presented by: **Joe Herrera**

Digital Ink Using Zipforms Plus

Real Estate professionals will learn how easy it is to maneuver in Digital Ink.

1 CE Credit **28418**

Presented by: **Joe Herrera**

Evernote 101

This course offers step-by-step tutorials to help real estate agents remember it all, save time and make more money.

1 CE Credit **28740**

Presented by: **Joe Herrera**

Facebook Marketing

This course is designed to help real estate agents address marketing goals, understand their audience, SEO visibility, create compelling content, measure their success, grow their fan base, as well as leverage their page across other marketing platforms.

1 CE Credit **28698**

Presented by: **Joe Herrera/Beth Stavinoha**

iPad and Real Estate

This 2-hour course is designed to show real estate agents how to utilize their iPad for business; leveraging this fun technology to a business device. From basic set-up to helpful apps, this course will get agents mobile.

2 CE Credit **29422**

Presented by: **Joe Herrera**

Selling Generationally

This course is designed to explain what the different generations may be looking for in a home purchase, and how to communicate and sell to each generation.

1 CE Credit **28640**

Presented by: **Joe Herrera**

Zipform Plus

The course is designed to help real estate professionals understand how to effectively utilize Zipform.

1 CE Credit **28417**

Presented by: **Joe Herrera**



NON-CE CREDIT COURSES

Presented by: **JOE HERRERA**
Senior Vice President, Director of Education

Provider #: 0311

CloudCMA

This informative one-hour course will provide licensees with an overview of the CloudCMA platform. Attendees will learn how to create, modify and distribute CMAs, Buyer Tours, Property Reports and Flyers. Additionally, attendees will learn how setup the CloudCMA Lead Generation tool on their website and popular social media sites. Attendees will be able to take the information provided in this course and immediately apply to their real estate practice.

Non-CE Credit **1 hour**

DocuSign with ZipForm Plus

Electronic signatures are increasing being used in today's real estate transactions. DocuSign is one of several electronic signature programs, on the market, that licensees are using to provide this service to their clients. This class teaches real estate agents how to use the DocuSign platform within the ZipForm Plus program to successfully use electronic signatures in their transaction.

Non-CE Credit **1 hour**

Facebook for Your Business

Social networking has become a must for today's real estate agent with Facebook leading the way. This class will teach real estate agents the differences between the personal and business pages and how to effectively use them for their business, security and privacy settings, and tips and tricks for posting content.

Non-CE Credit **1 hour**

Matrix Basics

This course will provide licensees with a top to bottom overview of the Matrix MLS system. We will cover how to navigate the system; input, search, print and email listings to clients. Feature modules: Agent Dashboard, Search Builder, Report Builder, CMA, Map Layers, Concierge and the Client Portal. By the end of this course, attendees will have a strong understanding of the Matrix MLS system and how to better use its features.

Non-CE Credit **2 hours**

Matrix Client Portal

The Matrix MLS platform offers licensees the ability to automatically send listing information to prospective buyer clients. This class will teach licensees how to use the prospect feature of the Matrix MLS platform. They will learn how to add and delete prospects, define and change custom searches, set up the default system settings, and send email alerts manually or automatically. By the end of the course, attendees will have a better understanding of how to setup a client in the Matrix Client Prospects.

Non-CE Credit **2 hours**

Matrix CMA

This course will teach licensees how to use the Comparative Market Analyses programs that are available within the Matrix MLS System. We will cover how to select properties, make adjustments to comparable properties, create the final report, and send the CMA to clients. By the end of this course, attendees will have a better understanding of how to create a comparative market analysis reports using the Matrix MLS platform.

Non-CE Credit **2 hours**

Matrix Tips and Tricks

This course will provide licensees with the expertise to get the most out of the Matrix MLS system. We have compiled an extensive list of tips and tricks, covering all facets of the program that will make using the Matrix MLS system a breeze. Tips and tricks covered include: mapping, printing, displays, CMA, portal, speedbar, and many more!

Non-CE Credit **2 hours**

Mobile Apps for Real Estate

Mobile devices have changed the way real estate is practiced. They have allowed us to communicate with clients and access our programs and data like no other product before them. This course will overview some of the best real estate and productivity apps available. By the end of this course, attendees will have an understanding of how to better utilize their mobile devices to be more productive.

Non-CE Credit **2 hours**

Real Estate in the Palm of Your Hand

In today's fast-paced real estate market, licensees are under more pressure than ever, to provide their clients with the most accurate and reliable closing cost and net sheet information available. This class will teach licensees how to leverage closing cost estimates and net sheets to close more real estate transactions. Attendees will learn how to create, email and modify closing cost estimates and net sheets using the AllegianceAgent platform. Program setup and customizations will also be covered.

Non-CE Credit **1 hour**

Social Media for Real Estate

The use of social media has become commonplace in today's real estate landscape. This course shows licensees how to best leverage the most popular social media platforms to generate more leads. By the end of this course, licensees will have a better understanding of how to properly create and build their social media presence.

Non-CE Credit **2 hours**

Using ZipForm Plus Effectively

ZipForm Plus is an electronic fast-fill form program used by many licensees, however many are not using it to its fullest potential. This course teaches licensees how to use the best features of ZipForm Plus to get the greatest benefit from the program. Attendees will learn how to create templates, transactions and clauses; email, print and fax transactions; and learn several productivity tips and tricks.

Non-CE Credit **1 hour**

ZipForm Mobile

This course teaches licensees how to use the ZipForm Mobile platform on the mobile device. We will cover how to setup a ZipForm Mobile account; create, modify and email transactions; setup and use electronic signature programs, including TouchSign, Digital Ink and DocuSign. Attendees will leave this course understanding how to use and implement the ZipForm Mobile platform, as part of their real estate business model.

Non-CE Credit **1 hour**