



## Class Menu

### **Agency: Disclosures and Types of Representation – Provider 311 Course 45621 – 1 hour CE**

How did I end up in this mess? Agents will learn about fiduciary duties to those who we represent – when is confidential information to be disclosed, when not. Agents will have a better understanding of risk involved and knowledge of Agency vs Intermediary. Expires March 31, 2025

### **Are you a Realist in Real Estate – Provider 311 Course 43641 – 1 hour CE**

Realist from CoreLogic is a public-record database that seamlessly integrates into Matrix providing in-depth and ownership data. Learn to search for individual homes, entire subdivisions, target specific property or ownership types, and creating mailing labels. Expires June 30, 2024

### **Back Up, Contingent and Multiple Offers – Now What? – Provider 311 Course 42758 – 1 hour CE**

This course is designed to teach agents how to navigate through backup and contingency addendums, pitfalls, and strategies to be aware of. The class will advise agents of the ethical obligations they have to other parties in a multiple offer situation while maintaining the fiduciary obligations to their clients. Expires February 29, 2024

### **Basic Real Estate Contracts – Provider 311 Course 47146 – 1-hour Contract Credit**

Expires July 31, 2025

### **Basic Real Estate Law – Provider 311 Course 47149 – 1 hour CE**

Expires Jul. 31, 2025

### **Brochures, Flyers, Postcards...Oh my! – Provider 311 Course 44050 - 1 hour CE**

This class is designed to share quick and easy ways for licensed real estate agents to create their own marketing items; Just Listed, Just Sold, and many more. The class will share a few different programs that can be utilized specially for agents. We will also discuss Procedural Rule 53, RESPA, and the importance of staying compliant. Expires Aug. 31, 2024

### **Business Planning to Succeed in Real Estate – Provider 311 Course 43647 – 1 hour CE**

Are you ready for the year? Have you set your goals? Set yourself up for success by learning new ways to approach your business planning. Expires June 30, 2024

**Clients for Life – How to Establish – Provider 311 Course 43257– 1 hour CE**

Learn techniques for easy fun ways to stay connected with previous and prospective clients. This course is great with a Pop by ideas workshop. Expires March 31, 2024

**Create a GREAT Online Presence – Provider 311 Course 43977 – 1 hour CE**

The key to a successful real estate business is having a strong online presence. In this class we will give licensed agents tips on how to effectively create a trusted online presence through websites, Google My Business, social media and discuss the importance of online reviews and much more. Expires Aug. 31, 2024

**Creating with Canva – Provider 311 – Course 45359 – 1 hour CE**

Canva is a graphic design program that allows users to create beautiful graphic designs in minutes. Learn step-by-steps on how to create a real estate flyer, social media post and more! Expires Jan. 31, 2025

**Drafting and Negotiating Contract – Provider 311 Course 47786 – 3 hours Contract Credit**

Expires Nov. 30, 2025

**Deeds & Other Conveyances – Provider 311 Course 44051 – 1 hour CE**

Learn about the many types of deeds and their different provisions for passing title and other forms of conveyance. Expires Aug. 31, 2024

**Facebook – Setting Up for Success with a Business Page and Ads – Provider 311 – Course 45357 – 1 hour CE**

Do you need to create a Facebook presence but don't know where to start? In this class you will walk through the steps of creating a Facebook Business Page and Ads. We will discuss engagement ideas and different posting platforms. We will also cover the TREC and Facebook guidelines. Learn creative and fun ways to effectively post and utilize your page. Expires Jan. 31, 2025

**Google My Business – Provider 311 Course 44056 – 1 hour CE**

The goal to assist licensed agents in utilizing Google My Business to build a relationship with past, potential, and current clients. The key is to learn and develop a strong Google presence. In this class we will give licensed agents tips and walk through how to effectively create a Google My Business page. Expires Aug. 21, 2024

**Industry Update: Contracts, Regulations and Reforms – Provider 311 Course 45623 – 2 hour MCE – Expires March 31, 2025**

**Industry Update and Current Challenges – Provider 311 Course 45624 – 1 hour MCE – Expires March 31, 2025**

**Instantly Instagram – Provider 311 Course 43642 - 1 hour CE**

Find how to use one of the most popular social media apps on the market today to better reach potential clients and acquire more views on listings through short videos and pictures. Expires June 30, 2024

**Lead Generation – Successful Farming – Provider 311 Course 45284- 1 hour CE**

Wondering where your next deal could come from. Look no further, this course shows agents how to utilize specific software, apps, and Matrix to farm specific targeted areas and demographics to develop and maintain an effective marketing/lead generating campaign. Expires Jan. 31, 2025

**LinkedIn...Let's Connect – Provider 311 Course 45358 - 1 hour CE**

LinkedIn is the largest professional social media site that can put you in front of many potential customers. In this class, we will highlight the important parts of the LinkedIn profile, give you tips that help you increase engagement and how to export your connections contact information. Expires Jan. 31, 2025

**Mastering a Successful Open House – Provider 311 Course 44052 – 1 hour CE**

Most Realtors dread the question, "When are you going to hold an open house on our property?" Sitting at an open house on a weekend; total waste of time, money and energy, right? Not so! We'll walk you through open house goals, a strategic plan to maximize marketing efforts, and a solid follow-up plan. The open house serves as a prospecting opportunity; it's a way to fill your pipeline with future business. Expires Aug. 31, 2024

**Minerals Rights, Interests and Reservations – Provider 311 Course 44625 – 1 hour MCE**

Gain knowledge of documents severing the mineral estate, results of severance, types of interest in the mineral estate: fee simple mineral interest, lease, and royalty, understanding of appropriate title endorsements, surface rights, mineral estate domination, restrictions on mineral owners, mineral issues such as who obtains the minerals, TREC Oil & Gas Addendum and potential contract issues. Expires Oct. 31, 2024

**Navigating Texas Title – Provider 311 Course 47147 – 1 hour CE**

How to effectively guide your clients through the commitment and the unique title issues of the Texas property system. Expires Jul. 31, 2025

**Property Owner Associations and Subdivision Information – Provider 311 Course 45974 – 1 hour MCE**

The course offers a chronological timeline and overview for dealing with the property owner associations, starting with a general overview of property owner associations then addressing MLS requirements. Agents will then explore the contract and necessary addenda. This course deliberately delves into the resale certificates, property owner association fees and the

associated prorations at closing. Finally, agents will also explore endorsements to the owner's policy regarding property owner associations. – Expires March 31, 2025

**Real Estate Contracts – Provider 311 Course 47178 – 2 hours Contract Credit**

Expires Aug. 31, 2025

**Remine & Social Media Ad Campaigns – Provider 311 Course 44053 – 1 hour CE**

The key to a successfully real estate business is having a strong online presence. In this class, we will walk licensed agent through effectively utilizing Remine to create a social media digital ad campaign via Facebook and Google. Whether an agent is looking to create an ad for a listing, or to attract new buyers or generate new leads, you can do this creating a campaign with Remine Marketing. Expires Aug. 31, 2024

**Risk Management: Ten Steps to Reduce the Risk of Litigation – Provider 311 Course 44627**

**1 hour MCE**, Expires Oct. 31, 2024

**The Addenda to the Contract (Paragraph 22) – Provider 311 Course 43398 – 2 hours Contract Credit**, Expires April 30, 2024

**The Dirty Dozen: Common Contract Problems – Provider 311 Course 43399 – 2 hours Contract Credit**

Expires May 31, 2024

**Turn a For Sale by Owner (FSBO) Into A Listing – Provider 311 Course 43644 – 1 hour CE**

Marketing property owners who have listed their home “For Sale by Owner” provides a unique opportunity for the well-prepared agent to gain an additional source of business. Expires June 30, 2024

**Understanding Title Commitments and Surveys – Provider 311 Course 47148 – 1-hour MCE**

This class covers the basic provisions of title commitments, coverage, exceptions and exclusions, and how to read a title commitment and survey so agents can answer basic questions about title insurance for their clients. Expires Jul. 31, 2025

**Video & You – Provider 311 Course 43645– 1 hour CE**

Videos are one of the most successful and underused marketing strategies in today's market. 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. Expires June 30, 2024

**What the FIRPTA – Provider 311 Course 43640 – 1 hour CE**

Do you know what FIRPTA stands for? Join us for this course as we move through the transaction and identify important steps to take when working with foreign buyers and sellers. Expires June 30, 2024

**Who Signs? Marital Property Rights –Provider 311 Course 45285– 1 hour CE**

Designed to equip real estate agents with knowledge of the Texas system of marital property rights and how it affects real estate transactions. The course covers homestead property, community vs. separate property, common law marriage, and more, and the ownership and signing requirement implications of each. Expires Jan. 31, 2025

**Working the Short Sale – Provider 311 Course 44626 – 1 hour MCE**

Expires Oct. 31, 2024

**Legal I – Provider 311 Course 47600 – 4 hour CE**

These are mandatory CE classes. TREC requires a license holder to take four hours of Update I and four hours of Update II during each two-year license period. Expires Dec. 31, 2025

**Legal II – Provider 311 Course 47601 – 4 hour CE**

These are mandatory CE classes. TREC requires a license holder to take four hours of Update I and four hours of Update II during each two-year license period. Expires Dec. 31, 2025

**Non-CE classes Real Estate Knowledge**

**Business Etiquette**

Do you know and understand the importance of business etiquette? In the business world, good manners are essential for getting ahead. Proper etiquette can help people establish excellent relationships, get promotions, land jobs, and get more real estate clients.