

BUYER REPRESENTATION AND AGENCY (RESIDENTIAL)

37601 | \$10 | 1 CE Credit hour | Instructor: JC Johnson

This course examines issues of agency, buyer, representation agreement, and best practices as they relate to Texas buyer representation.

CONTRACT REVIEW

40223 | \$20 | 2 Contract CE Credit hours | Instructor: JC Johnson

This course provides a review of the main TREC and TAR contracts and addenda by pointing out common mistakes and common mis-perceptions. **This CONTRACT CE course is TREC approved for the 3 hours of contract-related CE credits required for your license renewal.**

CONTRACT UPDATE

40224 | \$10 | 1 Contract CE Credit hour | Instructor: JC Johnson

This course provides a compare and contrast approach to the latest changes to the TREC and TAR forms, along with an explanation and the rationale behind the changes. **This CONTRACT CE course is TREC approved for the 3 hours of contract-related CE credits required for your license renewal.**

HOMEOWNERS ASSOCIATION LAW FOR REALTORS®

40172 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course examines the building blocks of HOA law; common myths; common issues and recent changes to HOA law.

INTRODUCTION TO COMMERCIAL REAL ESTATE

37597 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course provides an overview to the Texas Realtor Commercial contract and common addenda, as well as related matters in commercial transactions. This course is for residential real estate agents interested in commercial transactions.

LEGAL UPDATE I (2020-2021)

37796 | \$40 | 4 CE Credit hours | Instructor: JC Johnson

All license holders must complete this course prior to their next license renewal. Course Topics: TREC Statute & Rules Update, Property Management, Buyers, Landlords, Tenants & Sellers, Promulgated Contract & Addendum Forms, Unauthorized Practice of Law, Ethics Requirements for Engaging in Real Estate, Fair Housing Laws, Agency Law, Deceptive Trade Practices Act (DTPA), Tax Laws, and Current Industry-Related Topics

LEGAL UPDATE II (2020-2021)

37797 | \$40 | 4 CE Credit hours | Instructor: JC Johnson

All license holders must complete this course prior to their next license renewal. Course Topics: TREC Statute & Rules Update, Property Management, Buyers, Landlords, Tenants & Sellers, Promulgated Contract & Addendum Forms, Unauthorized Practice of Law, Ethics Requirements for Engaging in Real Estate, Fair Housing Laws, Agency Law, Deceptive Trade Practices Act (DTPA), Tax Laws, Current Industry-Related Topics.

MARKETING OVERVIEW

40478 | \$10 | 1 CE Credit hour | Instructor: JC Johnson

This course explores marketing trends and tools available in residential real estate brokerage. This is for ORT Sales Representatives to offer CE credit when explaining ORT value added offerings. Contact JC for questions.

MULTIPLE OFFERS

37598 | \$10 | 1 CE Credit hour | Instructor: JC Johnson

This course provides an in-depth examination of the business variables, negotiation strategies and legal considerations surrounding multiple offer situations to allow license holders to better represent their consumer clients.

OIL & GAS LAW FOR REALTORS®

40173 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course provides a cursory review of oil and gas law; the TREC addendum; and oil and gas leases.

REAL ESTATE LAW FOR REALTORS®

40222 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course examines the federal and state bodies of law that touch and concern real estate and real estate brokerage. The course also covers the basic dispute resolution and litigation processes.

REAL ESTATE PROPERTY ISSUES WITH DEATH AND DIVORCE

40174 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course reviews the basic concepts of separate and community property; intestate and testate administration; probate alternatives; and the distribution of assets in the instance of marriage dissolution.

RISK MANAGEMENT

40220 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course provides an overview of best risk management practices for real estate licensees by examining contracts; agency; communications; standard operating procedures; documentation; and complaints and litigation.

TITLE INSURANCE

40175 | \$20 | 2 CE Credit hours | Instructor: JC Johnson

This course explores the Texas Owner Title Policy as to coverage and duties; common amendments; common endorsements; a brief history of the title insurance business; title company structures; and the role of the title commitment.

TREC FARM & RANCH CONTRACT REVIEW

41852 | \$10 | 1 Contract CE Credit hour | Instructor: JC Johnson

This course provides an overview of the TREC Farm & Ranch Contract as well as discussion on related topics for Farm & Ranch Transactions. **This CONTRACT CE course is TREC approved for the 3 hours of contract-related CE credits required for your license renewal.**

UNDERSTANDING FIRPTA BASICS

37599 | \$10 | 1 CE Credit hour | Instructor: JC Johnson

This course provides a general description of the Foreign Investment in Real Estate Tax Act. General definitions and basic functionalities are explained. The course also offers practical tips for license holders representing both buyers and sellers.

Provider: JC Johnson | Provider #: 9810

ALL ABOUT DEEDS

41089 | \$10 | 1 CE Credit hour | Instructor: Autumn Black

This course will review and explain different types of deeds and why some work in real estate transactions and others may not. Wondering what a Special Warranty Deed is in comparison to a Quit Claim Deed? This class will go over that and much more.

CONTRACT REVIEW: HOA ADDENDUM

Course 41741 | \$10 | 1 CE Credit hour | Instructor: Autumn Black

This course will review the HOA addendum and explain what a resale certificate is, define subdivision information, discuss who pays for what and why and analyze the HOA addendum in full.

PARAGRAPH 5. EARNEST AND OPTION CONTRACT CE WITH ORT

40457 | \$10 | 1 Contract CE Credit Hour | Instructor: Autumn Black

This course will review "Paragraph 5. Earnest Money and Termination Option" in the One to Four Family Residential TREC Contract (Resale). Learn best practices to communicate and coordinate with your title company. Review the ZOCCAM app for remote earnest money deposit, the options to submit option and earnest together, delivery deadlines, termination option, and how important "time is of the essence" is to this paragraph.

PARAGRAPH 6. TITLE POLICY AND SURVEY CONTRACT CE WITH ORT

40456 | \$10 | 1 Contract CE Credit Hour | Instructor: Autumn Black

This course will review "Paragraph 6. Title Policy and Survey" in the One to Four Family Residential TREC Contract (Resale). Learn how to explain each check box and field to your clients when executing a contract including "shortages in area" additional coverage, title commitment documents, survey approval, and objections.

PROBATE IN TEXAS

40714 | \$10 | 1 CE Credit hour | Instructor: Autumn Black

Take a deep dive into probates in Texas including how ownership conveys, what happens when there is no will, different type of probate proceedings and more.

TITLE INSURANCE 101 AT OLD REPUBLIC TITLE

40215 | \$10 | 1 CE Credit hour | Instructor: Autumn Black

This course will review what a title policy is and will go through the Schedules of the title commitment to familiarize agents with the title commitment.

TITLE INSURANCE INVOLVING DEATH & DIVORCE AT OLD REPUBLIC TITLE

40216 | \$20 | 2 CE Credit hours | Instructor: Autumn Black

This course will review the impact of death and divorce on title work and discuss things to look for when dealing with property involved in either situation.

TITLE INSURANCE SHOWSTOPPERS AT OLD REPUBLIC TITLE

40217 | \$10 | 1 CE Credit hour | Instructor: Autumn Black

This course will review potential pitfalls with common title curative matters to be dealt with at the time of listing or prior to contract closing.

TITLE PROCESS: CONTRACT TO CLOSE AT ORT

40717 | \$10 | 1 CE Credit hour | Instructor: Autumn Black

Education regarding the process of a transaction from contract to funding. Explanation of where the title company plugs into the transactions, discussion includes earnest and option money, HOAs, surveys, payoffs, title commitments, loan process and funding.

Provider: Old Republic National Title Insurance Company | Provider #: 0461

3-PART SERIES: IG BOOT CAMP AT OLD REPUBLIC TITLE

40068 | \$30 | 3 CE Credit Hours | Instructor: Gina Carter

This 3-hour course will be split into 3-parts; 1-hour classes in 3 consecutive weeks. Must attend all 3 classes to receive 3 CE credit hours. Cannot receive partial credit.

Taking Your Social Business to Instagram - Part 1 will review the basic features of the Instagram app and how it works with Facebook, setting up your bio, account and the difference between business and personal IG pages. We will walk through posting on Instagram and where to find messages.

Algorithms, Engagement, and Hashtags - Part 2 will review what social media is looking for in a post and what it will show more of. Review your post insights and boosting data. We will discuss all things hashtags including "exploring" Instagram, your feed grid and filters, and apps that play well with Instagram and Facebook.

Telling Your Story on Stories - Part 3 will review everything you need to know about "Stories". Share the behind the scenes, the non-pretty, the funny, the things that can go away in 24 hours. We will walk through creating and posting Instagram stories, how to use their engagement features, creating highlights, and why stories are all the rage.

4-PART SERIES: SOCIAL MEDIA MARKETING STRATEGIES @ ORT

40214 | \$40 | 4 CE Credit Hours | Instructor: Gina Carter

This 4-hour CE course will be split into 4-parts; 1-hour classes in 4 consecutive weeks. Must attend all 4 classes to receive 4 CE credit hours. Cannot receive partial credit.

Having a Social Mindset & Knowing Where to Start - Part 1 will review the mindset to enjoy social media, the purpose to be active on it, concerns, and a new perspective. We will discuss the difference between Facebook and Instagram, Business Page vs Personal Page, aligning social media with your business goals, and give you action steps to get started.

Designing Your Social Marketing - Part 2 will review creating graphics to use for your business marketing on social media. We will create real estate related graphics, page covers, templates for you to plug and go, highlight buttons, and more.

Identifying & Organizing Your Social Life - Part 3 will review mapping out agent's "identities", audience, ideal client, how to create a marketing plan to schedule, and purposefully create organic engagement and genuine content.

Promoting Your Social Brand - Part 4 will review the steps to set up a demographic to boost your post, the difference between Boosts and Ads, the goal with your promotion, and how the FB and IG work together.

CLIENTS FOR LIFE: BUYERS PRESENTATION MARKETING

40400 | \$10 | 1 CE Credit Hour | Instructor: Gina Carter

This course will review an Old Republic Title educational tool for agents to feel confident about winning the buying appointment, knowing their value and explaining the services they provide a real estate agent, and serving their clients with above and beyond service in order to create a referral partner for life. The starter pack includes checklists for appointment preparation, appointment notes, client expectations, appointment follow-up, and a presentation guide to the buying process and client homework checklist. The starter pack also includes examples of customizable pages for agents to use including showing notes, vendor lists, and client testimonial pages.

CLIENTS FOR LIFE: SELLERS PRESENTATION MARKETING

40399 | \$10 | 1 CE Credit Hour | Instructor: Gina Carter

This course will review an Old Republic Title educational tool for agents to feel confident about winning the listing appointment, knowing the value of hiring a real estate, explaining the services they provide a real estate agent, and serving their clients with above and beyond service in order to create a referral partner for life. The starter pack includes checklists for appointment preparation, appointment notes, client expectations, appointment follow-up, and a presentation guide to the listing process and client homework checklist. The starter pack also includes examples of customizable pages for agents to use including preparing your home to sell, vendor lists, and client testimonial pages.

OPEN HOUSE PRO TIPS AT OLD REPUBLIC TITLE

40634 | \$10 | 1 CE Credit Hour | Instructor: Gina Carter

This course will review the best practices to be purposeful with your time at an open house. We will discuss ideas on what to bring, how to prepare information, icebreaker/clarifying questions, digital surveys, and how to promote your referral partner network to capture new contact information.

WORKING BY REFERRAL POP-BY CLASS AT OLD REPUBLIC TITLE

40633 | \$10 | 1 CE Credit Hour | Instructor: Gina Carter

This course will review the best practices to do a "pop-by" as part of your lead generating working-by-referral system. We will discuss how a pop-by is a key action step in building your business by referral, creates top of mind awareness for you and your business, how to prepare your item and pop-by successfully, how to plan who you will be popping by, and seasonal pop-by ideas. Pop-bys are a lead generating practice that nurtures relationships for a yearlong real estate business pipeline. We will conclude the class with a summary of the entire working-by-referral system daily action steps, tracking and educational tools to use in the agent's day to day business.

WORKING BY REFERRAL AT OLD REPUBLIC TITLE

40635 | \$10 | 1 CE Credit Hour | Instructor: Gina Carter

This course will review the action driven system to win your day and build a business by adding value, nurturing relationships, and being the trusted real estate expert in your network sphere. Old Republic Title will provide educational tools to track, reflect, and set goals to build your business pipeline and WORK by referral.

YOUR BEST YEAR: REFLECT, ENVISION, PLAN AT OLD REPUBLIC TITLE

40027 | \$20 | 2 CE Credit Hours | Instructor: Gina Carter

October is when you begin to prepare your business plan for the next year. This course is designed for the working-by-referral real estate agent. Agents will be provided with an opportunity to reflect on their past year's business progress, accomplishments, and lessons. Then we will envision your best year yet. What that looks like day to day, month to month, and quarter to quarter to create a successful year. You will leave the course with a custom business plan including goal setting and trackers.

Provider: Old Republic National Title Insurance Company | Provider #: 0461