



Rick Carr's School of Real Estate - Provider #0634

MCE Course Catalog for 2011-2012

1. TREC Ethics MCE/3hr

03-03-121-8650

TREC MCE rules require all licensees to take a three hour Legal Update course and a three hour Legal Ethics course created for and approved by TREC to satisfy the 6 legal hours of mandatory continuing education required by the Act. This three hour session will comply with the TREC requirement for Legal Ethics.

Course Topics:

- Canons of professional ethics
- Discriminatory practices
- Agency Relationships
- Representation
- Offers, counter-offers and multiple offers
- Disclosure issues
- Advertising
- Mediation and Arbitration

2. TREC Legal Update MCE/3hr

03-03-121-8649

TREC MCE rules require all licensees to take a three hour Legal Update course and a three hour Legal Ethics course created for and approved by TREC to satisfy the 6 legal hours of mandatory continuing education required by the Act. This session will meet the state requirement for three hours of Legal Update.

Course Topics:

- Newly revised One to Four Residential (Resale) Contract and Addenda (2011)
- Recent legal cases
- Changes in the real estate license act and TREC rules
- Do-not-call rules
- Anti-spam rules
- Mold assessment and remediation
- Title insurance endorsements

3. What you need to know about Homes Purchased Today/1hr

01-00-103-23500

Today's home! What's trending? What features are most appealing to today's purchaser? We'll discuss data from multiple sources and also discuss what's trending in your local market.

4. What you need to know about Today's Buyer/1hr

01-00-103-23499

Interesting data compiled from multiple sources will be shared and discussed in this quick look at Today's Buyer. Where best to spend those marketing bucks? Where and how are today's buyers starting their search? This and other topics will be addressed during this mini-session.

5. What you need to know about Today's Seller/1hr

01-00-103-23498

Old agents never die...they just grow list-less! Let's make sure that's not you as we give you the skinny on what makes Today's Seller tick! What percentage of home owners actually sell their home without the help of a real estate agent? These and other need to know stats will be discussed in this mini-session.

6. HUD-1: Understand Your Closing Statement/2hr

02-00-052-9245

Learn to read your HUD line by line...we will cover all aspects of the closing statement so to better understand how to read it for our buyer and seller.

7. Steps to a Successful Closing/3hr

03-00-122-22520

We all want a successful closing for our clients so join this class to go over the closing process from the view of the title company. We review portions of the contract, talk about homeowner associations, surveys and many other topics that affect our everyday dealings in getting our transactions closed.

8. Contract Correct/9hr

09-00-123-23569

It's back...the second revision of Contract Correct! An in depth review of the TREC One to Four Family Residential (Resale) Contract and all TREC Addenda. We'll also discuss the process of negotiation, strategy, common contract mistakes to avoid, offers, and multiple offers.

To schedule a class on one of the above courses contact **Jessica Wilhelm** at 817-329-7300 or jwilhelm@ctot.com.