



Host / Sponsor Options with CE Classes

Benefits of Hosting and Sponsoring:

Once payment has been provided, you will receive:

- Email and social media exposure on the event marketing materials;
- Chances to pass out business cards and your own marketing materials; and
- Face-to-face opportunities with real estate agents; or
- For online classes, a 20-second marketing video to tell the students about your services.

Acceptable Payment Methods: Check, Zelle, PayPal*, Venmo*, Other e-methods* (*an additional 5% fee must be added to the total)

The “Host” Options

Option 1: Enjoy the full hosting experience for either \$500* for 2-4 hour CE courses, or \$725* for 5-8 hour CE courses.

You get to hold the class at your own preferred location (*e.g., office, model home, community center, etc.*), and choose which class you would like to be taught. You will in turn need to provide:

- the marketing and RSVP efforts;
- a venue that could accommodate a minimum of 20 students;
- an ample quantity and variety of drinks, snacks and meals (*as appropriate for CE hours/anticipated student RSVPs*);
- your own sponsors, if/as needed (*e.g., affiliates, sponsors, colleagues, etc.*).

Option 2: Host the venue for only \$375* for a 1-2 hour CE course chosen by the School. You will be able to choose the place where a CE class will be held (*e.g., office, model home, community center, etc.*). You will in turn need to provide:

- the marketing and RSVP efforts;
- a venue that could accommodate a minimum of 20 students;
- an ample quantity and variety of drinks, snacks and meals (*as appropriate for CE hours/anticipated student RSVPs*);
- your own sponsors, if/as needed (*e.g., affiliates, sponsors, colleagues, etc.*).

*Total payment due within 2 weeks of your commitment to host a designated event.

The “Sponsor” Options

Option 1: Sponsor an already-hosted in-person class for only \$125*. To participate, reach out to the school with your interest to be a Sponsor and you will be placed on a list of interested sponsoring participants. As host venues and dates become available, you will be sent an email with a first-come, first-serve, opportunity.

Option 2: Sponsor All Live-Online CE classes for only \$50 per week*. To participate, reach out to the school with your interest and coordinate your payment schedule:

- *Payment Schedule A:* auto-pay \$100 every two weeks.
- *Payment Schedule B:* auto-pay \$140 every three weeks (**get \$10 off!**).
- *Payment Schedule C:* auto-pay \$180 every four weeks (**get \$20 off!**).

*Total payment due within 24 hours of your commitment to sponsor. You may cancel your payment schedule anytime with a 30-day written notice provided by email.

CE Classes to Choose From:

Broker Responsibility (2025-2026): Non-Elective (Mandatory) 6-Hour CE Credit (TREC Course #09123-RENE)

Covers Texas real estate brokerage operations and TREC regulations, including: brokerage structure and supervision; record keeping and trust accounts; broker changes and communication; agent competency and training; advertising and technology (including AI); valuation methods (BPOs, CMAs, appraisals); and the TREC complaint process and enforcement.

Legal Update I (2026-2027): Non-Elective (Mandatory) 4-Hour CE Credit (TREC Course #10223-RENE)

Reviewing various rules, updates, and legislative changes; touching on many of the contract form basics; becoming familiar with the different types of water rights; and refreshing our knowledge and understanding of fair housing.

Legal Update II (2026-2027): Non-Elective (Mandatory) 4-Hour CE Credit (TREC Course #10224-RENE)

Defining the Canons of Professional Ethics and Canons under Chapter 531 of the TREC rules; explaining how types of agency relationships are created in Texas; and summarizing how agent-to-agent communications regarding commissions can be a violation of anti-trust laws.

The 1-4 Family Contract, A Practical Run-Through: Elective (Mandatory Contracts) 3-Hour CE Credit (TREC Course #32413-RECE)

Designed to provide you with a better working knowledge of the One-to-Four-Family Contract; reviewing some commonly made mistakes; having real world discussions; understanding performance timing; and tackling newest changes that may affect you and your clients; all in an effort to improve your knowledge, understanding, competency, and confidence.

Business Planning and Goal-Setting Workshop: Elective 3-Hour CE Credit (TREC Course #32419-RECE)

Delving deep into your unique aspirations, we'll help you create your own personalized blueprint and customized strategies to increase your business, and reclaim your time, while you learn to push your goals, identify your 'whys', improve your time management, achieve a better work-life balance, and take a stronger and healthier control over your financials.

CMAs and Pricing Tips: Elective 2-Hour CE Credit (TREC Course #32418-RECE)

Expand your knowledge on pricing properties by utilizing the Houston Association of REALTORS® MLS system with a variety of methods and strategies, and include trendlining to anticipate pricing direction of the subject property for a proactive approach to stay ahead of the competition.

Commissions Workshop: Discuss, Debate, Defend: Elective 3-Hour CE Credit (TREC Course #32417-RECE)

Gain a competitive edge by practically working through the new commission rules by attending this dynamic workshop. We'll dive deeply into working with buyers and sellers, showing homes, commission related rule changes, and equip you with practical strategies and methods of operation, ignite your creativity through role-playing and brainstorming, and rebuild a toolkit together to navigate with confidence successfully, turning any uncertainties or challenges into your personal opportunities and advantages.

Make Real Estate Rock Again: Elective 2-Hour CE Credit (TREC Course #32415-RECE)

WARNING! This high-energy class is a rock 'n' roll revival and therapy session for your real estate soul. We'll blast away the frustrations holding you back and ignite the passion that first drew you into this incredible industry. We'll turn up the volume (literally) on your real estate career with **actual** LOUD and FUN rock music, so get ready to play your air guitars, flip your '80's hair, and shake things up! We'll dig around together to first get rid of all the frustrations and irritations, and then lift each other up and share all that truly excites you and supercharges your motivation. You'll leave this electrifying class exhausted and excited, and ready to make real estate rock again for both you and your clients!

Negotiation Tips and Techniques: Elective 2-Hour CE Credit (TREC Course #32414-RECE)

Demonstrating methods and strategies you should consider utilizing when negotiating for your clients as well as for yourself in real estate. We cover when and how to successfully apply which strategies, and how to do so respectfully, professionally and subtly, for the end result of a win-win whenever possible.

Real Estate Agent Safety and Safety Tips: Elective 2-Hour CE Credit (TREC Course #32412-RECE)

Unfamiliar properties, unpredictable clients, and isolated showings can create vulnerabilities where the unexpected can strike at any moment, and it's time to equip yourself with the skills and knowledge for your protection. This class provides you with a variety of solutions and options, choices and suggestions, helps you to understand situational awareness, and develop a safety mindset, ensuring you feel confident and prepared in any situation while working your real estate business.

Reducing Liability and Staying Current, an Attorney's Perspective: Elective 3-Hour CE Credit (TREC Course #32411-RECE)

Protect your business, and reduce your liabilities, with an attorney-led course, where you will learn essential strategies to shield yourself from costly mistakes, master agency and contract nuances, and stay ahead of industry trends by discussing current real estate news and circumstances.