



# URHome™ Real Estate School's CE Classes for Sponsors



All classes are held at your preferred location: office, model home, community center, etc.

**1-4 hour CE Courses: \$500**

**5-8 hour CE Courses: \$725**

Acceptable Payment Methods: Check (in person), Zelle, PayPal\*, Venmo\*, Other e-methods\*

**\*an additional 5% fee must be added to the total**

**Cancellation Policy:** The class reservation must be cancelled by email directly to [urhomereschool@gmail.com](mailto:urhomereschool@gmail.com) at least 7 days prior to class day, and confirmation of such cancellation must be received by email. Otherwise, a \$250 fee will be owed and due immediately.

**All Marketing for Classes Must Contain:** (i) "URHome Real Estate School, Provider #10149-CEP"; (ii) the course name and corresponding TREC Course number; (iii) "Dianne Moore, Instructor"; and (iv) "Students are responsible for knowing whether they are eligible to receive credit for this course or not. In order to receive TREC CE credit, students must present a valid state-issued photo ID, must attend the entire class from start time to dismissal, and must sign out with TREC license number."

**Broker Responsibility (2024-2025):** *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)

Going over TREC's advisory committees, how they are formed, and what they do; explaining how ideas and discussions become rules; discussing importance of the quadrennial rule; identifying recent rule changes and how they affect you and your clients; and understanding the recent legislation that passed relating to the practice of real estate.

**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.

**CMA's 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.

**New Agent Kickstart and Basic Training:** Elective **4-Hour CE Credit** (TREC Course #32416-RECE)

Don't just survive your first year - *thrive*! Our 4-hour training camp is your ultimate launchpad to help transform your textbook knowledge into real-world success with hands-on training in MLS basics, introduction into marketing, understanding home-showing processes, requirements and safety, and generating contracts and addenda out of thin-air. Through step-by-step instruction, role-playing, and objection-handling exercises, you'll gain many of the skills with confidence to begin practicing real estate and handling many of the common situations agents frequently encounter.

**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.

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**Contact Us Today \* (832) 598-7873 \* [urhomereschool@gmail.com](mailto:urhomereschool@gmail.com)**