

2026 Subscription Schedule

March 3, 9am – 4pm: [Broker Responsibility](#)

March 11, 8:30am – 12:30pm: [TREC Legal I](#)

March 18, 8:30am – 12:30pm: [TREC Legal II](#)

March 31, 10am – 12pm: [Driving Force: Legislative Issues Impacting Texas Real Estate](#)

April 14, 10am – 12pm: [Don't Prompt Me! Crafting AI Prompts that Deliver the Goods](#)

April 29, 9:30am – 10:30am: [Overcoming Down payment Hurdle](#)

April 29, 10:45am – 11:45am: [Texas Home Buyer Program](#)

May 5, 9am – 12pm: [Contract Evolution: What's New, What's Now](#)

May 20, 9am – 4pm: [TAHS: United Texas Homebuyer Financing Resources](#)

May 27, 9am – 4pm: [TAHS: Marketing & Defining Workforce Housing](#)

June 2, 9am – 11am: [Doing Business in Mexico: Key Strategies for Realtors](#)

June 10, 9am – 12pm: [Get the Hack Out! Real Estate Protections and Cybersecurity](#)

June 24, 10am - 12pm: [HOA Changes You Need to Know](#)

July 8, 10am – 12pm: [Fortified Homes: Build Your Castle Against Disaster](#)

July 8, 1pm - 2pm: [Housing by the Numbers, MarketViewer Insights](#)

July 21, 10am – 12pm: [How to Avoid Getting Sued](#)

August 4, 1pm – 3pm: [RPR Data & Tools to put your Business in OverDrive!](#)

August 19, 1pm – 3pm: [Concrete Calamity](#)

September 8, 10am – 12pm: [Safety Practices for REALTORS®](#)

September 15, 9am - 12pm: [Utilizing Home Equity in Retirement](#)

September 30, 1pm – 3pm: [Clients with Disabilities: Awareness, Access, Accommodations](#)

October 6, 10am – 12pm: [CSI: Overview of appraisal Concepts](#)

Broker Responsibility (March 3) 9am- 4pm (6 CE)

The purpose of this course is to address the regulatory aspects of the management, operation, and supervision of a real estate brokerage firm in Texas. The course provides an understanding and working knowledge of the law of agency, planning and organization of business entities, requirements for written policies and procedures, record retention and control, advertising, recruitment and training of agents, and the anatomy of a complaint filed with Texas Real Estate Commission (TREC). **Instructor: Lloyd Hampton**

TREC Legal I (March 11) 8:30am – 12:30pm (4 CE)

Did you know that as a license holder you have legal requirements and regulations for engaging in the real estate business? Perhaps you also belong to a trade association connected to the real estate business that has a code of conduct, and you see that as a requirement for engaging in this business. There is more to your requirements than trade association expectations. It is every license holder's responsibility to know and operate under the current laws applicable to their license. The course covers the requirements Texas law places upon all license holders regarding ethical conduct when facilitating a real estate transaction. **Instructor: Socar Chatmon Thomas**

TREC Legal II (March 18) 8:30am – 12:30pm (4 CE)

Did you know that as a license holder you have TREC ethics standards for engaging in the real estate business? Perhaps you belong to a real estate trade association that has a code of ethics as a requirement for engaging in the business. Texas law and the various trade association code of ethics are similar, yet not identical. This class is about your license requirements, not trade association expectations. The course covers the requirements Texas law places upon all license holders regarding ethics and conduct when facilitating a real estate transaction. **Instructor: Candy Cooke**

Driving Force: Legislative Issues Impacting Texas Real Estate

(March 31) 10am – 12pm (2 CE) Texas REALTORS® Governmental Affairs

Gain a deeper understanding of the ways Texas Legislature influences real estate. This session will inform real estate professionals about how legislative changes affect private property rights, land use, infrastructure, and other topics that directly impact real estate. Legislation related to these issues will determine housing attainability, accessibility to goods and services,

schools, and possible tax consequences affecting real estate transactions. **Instructor: Texas REALTORS® Governmental Affairs**

Don't Prompt Me! Crafting AI Prompts that Deliver the Goods

(April 14) 10am – 12pm (2 CE)

This thought-provoking session explores the art and science of prompt engineering, a crucial skill for maximizing the potential of AI tools. Learn how to craft clear, concise, and creative prompts that elicit insightful responses, generate innovative ideas, and solve complex problems. Discover strategies for tailoring prompts to specific AI models and applications, ensuring that you get the most out of your AI interactions. **Instructor: Robert Wagner**

Overcoming The Down Payment Hurdle (April 29) 9:30am – 10:30am (1 CE)

This session will provide agents valuable information to help their clients with low-cost financing, down payment assistance, and a host of other options available to buyers through programs offered by the Texas State Affordable Housing Corporation (TSAHC). **Instructor: TSAHC Rep**

TDHCA Texas Homebuyer Programs (April 29) 10:45am – 11:45am (1 CE)

The goal of the course is to educate the license holder about various Texas Homebuyer Assistance Programs and what they offer potential homeowners. The information provided will be a valuable guide to state housing opportunity programs. The knowledge gained can open additional markets to the real estate professional or help to better serve existing markets.

Instructor: TDHCA Rep

Contract Evolution: What's New, What's Now (May 5) 9am – 12pm (3 CE hrs)

With all the contract form changes, brokers and agents may still be unsure which form to use and when. Get refreshed on the correct way to use these updated forms and how to complete them the proper way without engaging in the unauthorized practice of law. Gain understanding of specific clauses contained in the contract forms and effectively communicate to your client the need and purpose of the form. **Instructor: Shelyna Tinglin**

TAHS: United Texas Homebuyer Financing Resources (May 20) 9am – 4pm (6 CE)

United Texas, the anchor of the Affordable Housing Specialist Certification, gives agents the information needed to help clients with low-cost financing, assistance programs, and a host of other options to make housing more affordable and available to all buyers. Partners for this course include the Texas Department of Housing and Community Affairs and the Texas State Affordable Housing Corporation. **Instructor: Stacy Schriever**

TAHS: Marketing and Defining Workforce Housing (May 27) 9am – 4pm (6 CE)

Agents will learn to identify and communicate workforce housing and benefits to clients. They will learn to assess clients' financial readiness, explain the impact of housing affordability on families and communities, evaluate workforce housing options, explore financing programs at various levels, and gain strategies for building partnerships and advocating for expanded housing access. **Instructor: Marion Napoleon**

Doing Business in Mexico: Key Strategies for Realtors: (June 2) 9am - 11am (2 CE)

Get the foundational knowledge and tools to navigate real estate transactions involving Mexico. Gain insights into cross-border business practices, cultural considerations, legal frameworks, and opportunities for collaboration with Mexican real estate professionals. The course also covers how to assist clients interested in buying property in Mexico, working with AMPI agents (Mexico's real estate association), and understanding referral opportunities. **Instructor: Socar Chatmon Thomas**

Get the Hack Out: Real Estate Protections and Cybersecurity:

(June 10) 9am – 12pm (3 CE)

With the proliferation of Wire Transfer Fraud, Listing Scams, and many other digital schemes, the real estate industry has become a major target for hackers and fraudsters. REALTORS® will learn about potential cybersecurity weaknesses, how to protect yourself and your clients with very easy-to-implement low-tech solutions, and how to navigate several laws, NAR policies, and more to ensure confidential transactional information is secure for all parties involved in the digital world of real estate transactions. **Instructor: Robert Wagner**

HOA Changes You Need to Know: (June 24) 10am – 12pm (2 CE)

Substantial HOA reforms have been put into law in recent years, having brought about some of the most sweeping changes for Texas HOAs. Come gain an understanding of the impact of these changes and how they may directly affect you and your clients. **Instructor: Alisha Austin**

Fortified Homes: Build Your Castle Against Disaster:

(July 8) 10am – 12pm (2 CE)

Climate-driven disasters are not uncommon in Texas. Join us for this informative session on the Fortified Home Program, why it's beneficial for homeowners, and how the Fortified program helps strengthen homes to withstand natural disasters and other severe weather threats. .

Instructor: Brent Lancaster

Housing by the Numbers: MarketViewer Insights:

(July 8) 1pm -2pm (1 CE)

MarketViewer is a powerful real estate data tool. The dynamic interface enables agents to explore real estate data and trends in the Texas geographical areas and market segments they choose. Invaluable information is provided which agents can incorporate into the buyer and

listing presentations to provide their clients with understandable market data and aid clients in making an informed decision, whether buyer or seller. **Instructor: Jacky Howard**

How to Avoid Getting Sued: (July 21) 10am – 12pm (2 CE)

Risk by any other name is still risky. This course is designed to educate REALTORS® on Risk Management Tips and things they can do to reduce their chance of getting sued. **Instructor: Barney Schwartz**

RPR Data & Tools to Put Your Business in Overdrive: (August 4) 1pm – 3pm (2 CE)

RPR Market Trends data makes it easy to become the "Go-To" Local Market expert by sharing local market insights with easy-to-understand market snapshots, charts, and graphs. Transform local data into social media, email, text, and custom reports. Use the RPR AI Scriptwriter to quickly digest and tailor key insights to your clients and customers. You'll be armed with the knowledge you need to understand an ever-changing market. **Instructor: RPR Rep**

Concrete Calamity: (August 19) 1pm – 3pm (2 CE)

Termed "Concrete Cancer" this informative session will address something new impacting the housing market. Agents will get an understanding of what the term means, what to look for, and how to protect themselves and their clients. Learn what to look for, steps to take for your client, and the most important questions to ask. **Instructor: Jodi Sherretts**

Safety Practices for REALTORS®: (September 8) 10am – 12pm (2 CE)

As a REALTOR® you are more vulnerable than you care to think. Because of meeting strangers and spending a considerable amount of time alone with them, it is important that you know how to always practice safety and awareness. This course offers some best practices when meeting prospects for the first time, going on listing appointments, conducting open houses, and other aspects of daily life. **Instructor: Candy Cooke**

Utilizing Home Equity in Retirement: (September 16) 9am – 12pm (3 CE)

Understand the statistics of homeownership among the Baby Boomer and Senior age demographics. Gain knowledge of the various Reverse Mortgage Home Equity products available and how their utilization can be used to refinance to age in place or "right size" and purchase a new home. Also discover important information on what you need to know about taking a listing that has a reverse mortgage lien on it and how to advise the family on what to do when the loan becomes due. **Instructor: Melida Hipp**

**Clients with Disabilities: Awareness, Access, Accommodations (September 30)
1pm – 3pm (2 CE)**

It's estimated that over 1 billion people experience a significant disability today. It's important that REALTORS® better understand the needs of clients with disabilities and comply with proper standards of practice based on federal and state laws, NAR policies, the Code of Ethics, fair

housing, ADA compliance, and more. Come will learn how to provide equitable, respectful, and effective service throughout the transaction process when working with clients with disabilities.

CSI: Overview of Appraisal Concepts: (October 6) 10am – 12pm (2 CE)

Come take a walk through three approaches to value: the cost approach, the sales comparison approach, and income approach. It is crucial for agents to understand when each of these concepts are used and the affect value. Plus, proper use of the Appraisal Addendum and understanding the appraisal conditions in the Third-Party Financing Addendum. **Instructor: Steve Etzel**