

# TEXAS

## **Real Estate Licensing & Continuing Education**



*Guiding you to success.*

**NEW!** Live Online Classes

# 2019

**JULY-DECEMBER**

# 4 WAYS

to complete your education!

## No two students' schedules are exactly alike.

That's why we offer you four distinctly different education delivery vehicles to help you complete your licensing requirements. Each has unique advantages designed with the highest level of convenience and success in mind.

## NEW! Live Online Review

Attend live classes from the comfort of your home or office! Live online classes make it more convenient than ever to study for your real estate licensing exam. You will virtually attend live classes taught by one of our instructors. This study option features the benefits of our live classroom with the convenience of home study.

## Live Classroom Review

If you work best with set class times and enjoy lively discussions with instructors and classmates, this option is for you. Learn from state-certified instructors at one of our live classroom locations. The chapter quizzes, additional support material, and final exams are online.

### Houston

Norris Conference Centers  
Houston Westchase  
9990 Richmond Ave., Suite 102  
Houston, TX 77042

### Dallas

Norris Conference Centers  
Dallas  
12005 Ford Rd., Suite 101  
Dallas, TX 75234

## OnDemand Video Review

With a few clicks of the mouse, our innovative OnDemand virtual classroom helps you complete your required education on your terms. The chapter quizzes, additional support material, and final exams are online.

- **Anytime, Anywhere:** Convenient online learning anywhere you have access to the Internet
- **Your Own Schedule:** Start, stop, pause, and rewind each video lesson or segment as often as you like
- **Interactive Learning:** Join our real estate experts in our state-of-the-art studio from your own home
- **Help When You Need It:** Get personal attention with regular emails and one-to-one phone calls

## Home Study

Our exam-focused self-study courses allow you to study when and where it's convenient for you. The chapter quizzes, additional support material, and final exams are online.

TREC Provider License Number—**Kaplan Real Estate Education Qualifying Education #0546**

# YOUR **STEP-BY-STEP** GUIDE

to obtaining a real estate license

## STEP 1:

### Complete Your 180-Hour Required Education

Before you can qualify to take the Texas Real Estate Salesperson Exam, you must complete 180 hours of specified education. These 180 hours must include:

- 30 hours in Principles of Real Estate I (#121)
- 30 hours in Principles of Real Estate II (#122)
- 30 hours in Real Estate Law of Agency (#1151)
- 30 hours in Real Estate Law of Contracts (#1251)
- 30 hours of Promulgated Forms (#351)
- 30 hours in Real Estate Finance (#451)

We offer these courses individually or as a part of our discounted licensing packages, shown on page 5.

## STEP 2:

### Consider Obtaining a Sponsoring Broker

In order to practice as a real estate salesperson, you must be sponsored by a licensed Texas real estate broker. You and your sponsor will both need to complete and submit the Sponsorship Form. Once the form is accepted by TREC, your license will be issued and you may practice real estate under the sponsorship of the broker. However, you may take all of your education, apply for a license, and even receive an inactive real estate salesperson license without a sponsoring broker.

## STEP 3:

### Apply and Submit Forms and Fees to TREC

After completing the required 180 hours of licensing education, submit to TREC all education documents and real estate school certificates.

## STEP 4:

### Schedule Your Licensing Exam and Fingerprinting

After you receive your response letter from TREC approving and directing you to the Candidate Information Brochure, you can schedule your exam with Pearson VUE. You will also receive direction on how to submit your fingerprints for review. You have one year from the date your application is filed to pass the examination. The telephone number for Pearson VUE is **800.997.1248**.

## STEP 5:

### Prepare for the Exam

Rely on us for the most current and comprehensive exam prep.

## STEP 6:

### Take the Exam

Once you have passed the state exam and your fingerprints are on file, you will receive an Active or Inactive Salesperson License delivered via email from TREC.

# 180-HOUR Licensing Packages

	Live Classroom \$989	Live Online \$889	OnDemand \$429	Home Study \$389
Instructor-Led Education	Live Classroom	Live Online	Online Video	
Real Estate Textbook or PDF Library	Print*	Print*	Print*	PDF
Online Drill and Practice QBank	✓	✓	✓	✓
Interactive Study Group <i>Weekly Live Webinar</i>			✓	✓
Exam Prep	✓	✓	✓	✓

## \*Your Real Estate Textbook Library includes the following titles:

- Modern Real Estate Practice in Texas Textbook
- Pearson VUE National Exam Prep Workbook
- Texas Essentials of Real Estate Finance Textbook
- Texas Finance Workbook
- Texas Law of Contracts Workbook
- Texas Promulgated Forms Textbook
- Texas Promulgated Forms Workbook
- Texas Real Estate Agency Textbook
- Texas Real Estate Agency Workbook
- Texas Real Estate Exam Prep Workbook
- Texas Law of Contracts Textbook
- Texas Promulgated Forms Supplement
- Texas Real Estate Principles I Workbook
- Texas Real Estate Principles II Workbook

## Interactive Study Group

*(Included with OnDemand and Home Study Packages)*

Your success on the licensing exam depends on your full understanding of the topics and concepts. That's why we have developed an **Interactive Study Group** for our distance learning students!

**Interactive Study Groups** cover national and state-specific content in live webinars designed to make distance learners part of the class through full access to our real estate industry experts. Join our expert faculty and other students for a lively discussion of topics. Prepare any questions you may have and bring them to the study groups; the goal is to reinforce key concepts covered in your courses and provide the opportunity for you to interact with our faculty and learn from other students.

# 180-HOUR Career Launcher Packages

Get all of the support you need to successfully become a real estate agent in Texas with this all-inclusive package featuring **REAL ESTATE ACCELERATOR**.

	Live Classroom \$1,389	Live Online \$1,289	OnDemand \$829	Home Study \$789
Instructor-Led Education	Live Classroom	Live Online	Online Video	
Real Estate Textbook or PDF Library	Print*	Print*	Print*	PDF
Online Drill and Practice QBank	✓	✓	✓	✓
Interactive Study Group <i>Weekly Live Webinar</i>			✓	✓
Exam Prep	✓	✓	✓	✓
Real Estate Accelerator <i>(Live Online Delivery)</i>	✓	✓	✓	✓

## Live Online Class \$499

*(Price is a la carte)*

This intensive boot camp includes four weeks of coaching designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to operate a successful real estate business.

This program will arm you with business building skills and critical operating activities utilized by the nation's most successful real estate agents. You will leave the program prepared to implement the following plans and tools immediately in your real estate practice.



**Identify and practice the most important sales activities needed in order to be successful in real estate.**

### DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Income Plan

### FREE RESOURCES:

- 16 hours of intensive training
- 4 weeks of continued coaching
- 6-month CRM subscription
- 6 weeks of access to goal-tracking software

**ACCELERATE YOUR CAREER TODAY!**

**LIVE ONLINE COURSES | 9:00 AM–1:00 PM MST**

JUL 8–11

SEP 9–12

NOV 11–14

An applicant for a salesperson license must complete 180 classroom hours of education consisting of the following courses: Principles, Agency Law, Contract Law, a promulgated contracts and forms addenda course, and a real estate finance course. The courses on pages 6 and 7 fulfill the 180-hour requirement.

**MANDATORY****Principles of Real Estate I (121)**  
**Principles of Real Estate II (122)**

30 Credit Hours each

**OnDemand \$124 each****Live Classroom \$174 each****Home Study \$105 each****Live Online \$174 each**

Understanding the underlying principles of the real estate industry is paramount to your long-term career success. These courses are designed to provide you with in-depth exposure to the issues in real estate laws that are specific to the Texas real estate practitioner. You'll explore constitutional and statutory provisions that are accompanied with explanations that make the law understandable to you.

**MANDATORY****Real Estate Law of Agency (1151)**

30 Credit Hours

**OnDemand \$124****Live Classroom \$174****Home Study \$105****Live Online \$174**

Mastery of the sometimes perplexing concepts of agency law is crucial to the practice of real estate. This exam-focused course has successfully educated thousands of students on the concepts of agency law, and it can do the same for you.

In this course, you will learn the relationship between a principal and an agent, an agent's authority, and an agent's duties, including fiduciary duties and the disclosure of agency. You will also learn about the termination of an agent's authority, employment law, deceptive trade practices, and listing or buying representation procedures. We know your time is valuable, so don't waste it on unproven courses. Enroll today!

**MANDATORY****Real Estate Finance (451)**

30 Credit Hours

**OnDemand \$124****Live Classroom \$174****Home Study \$105****Live Online \$174**

A solid understanding of finance is important to the real estate licensee. This exam-focused course has successfully educated thousands of students on the laws related to finance, and it can do the same for you.

In this course, you will learn about monetary systems, primary and secondary money markets, and sources of mortgage loans. You will also learn about federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity acts, community reinvestment act, and the state housing agency.

**MANDATORY****Real Estate Law of Contracts (1251)**

30 Credit Hours

**OnDemand \$124****Live Classroom \$174****Home Study \$105****Live Online \$174**

Understanding contract law is vital to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to pass the contract questions on the Texas licensing exam. Based on Texas Law of Contracts, you will find this contracts course not only prepares you for success on the contract questions of your licensing exam, but will also build a solid foundation for your career in real estate.

**MANDATORY****Promulgated Contract Forms (351)**

30 Credit Hours

**OnDemand \$124****Live Classroom \$174****Home Study \$105****Live Online \$174**

Understanding how to use contract forms properly and the rules related to the use of contract forms is essential to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to answer the questions related to promulgated forms on the Texas licensing exam. Based on Texas Promulgated Contract Forms, this contracts course prepares you for success on your licensing exam, in addition to building a solid foundation for your real estate career.

In this course, you will learn about the unauthorized practice of law, the Broker-Lawyer Committee, and current promulgated forms. You will also learn about commission rules governing the use of forms, as well as case studies involving the use of forms.

**HIGHLY RECOMMENDED EXAM PREP WITH UPDATED CONTENT!****Texas Real Estate Exam Prep****With Complete Online Drill & Practice QBank**

0 Credit Hours

**OnDemand or Live Classroom \$169 (Tuition includes all books)**

Exam prep is the most accurate predictor of whether you are ready for the actual licensing exam. This course consists of two full-length practice exams and two content review sessions. Each practice exam consists of the same two portions you will face on the actual licensing exam (a national portion and a state portion).

Additionally, you will receive online access to the National Pearson VUE Drill and Practice QBank and the Texas Real Estate Drill and Practice QBank. You'll be as prepared as possible when you test yourself with hundreds of questions. You can simulate nearly every test environment to help improve your exam score. And because the QBank is online, you can access it anytime, anywhere it is convenient for you!

**Real Estate Math**

0 Credit Hours

**OnDemand \$29**

Does real estate math make you anxious and uneasy? Then this refresher course is just what you need to prepare for your licensing exam. You will review the calculations to determine a commission under different circumstances. Additionally, you will understand how to determine the seller's net from sale and price based on a specified seller's net. You'll review the calculations necessary to establish the amount a property has appreciated or depreciated. Building on this calculation, you will then review how to ascertain the rate of return on a property and verify formulas necessary for property managers.

Loan calculations will be reviewed, and you'll develop greater understanding of loan-to-value ratio and equity, discount points and origination fees, amortization and qualifying a buyer, area calculations, legal descriptions, and much more. Enroll today!

Broker Upgrade Requirements: You must have four years of active experience as a real estate salesperson or broker during the 60-month period immediately preceding your application to become a Texas Real Estate Broker. Additionally, you must meet the additional education requirements as outlined by the Texas Real Estate Commission:

<https://www.trec.texas.gov/become-licensed/individual-real-estate-broker>

**Real Estate Finance** (451)

30 Credit Hours

**OnDemand \$124**

**Live Classroom \$174**

**Home Study \$105**

**Live Online \$174**

You will learn about monetary systems, primary and secondary money markets, and sources of mortgage loans. You will also learn about federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity acts, community reinvestment act, and the state housing agency.

**Texas Essentials of Real Estate Investment**

30 Credit Hours

**Online \$159**

**Home Study \$105**

The desire to accumulate a measurably valuable estate and to generate a revenue stream is no doubt one major reason for the tremendous interest in the ownership of real property in this country. It appears that almost everyone gives high priority to the ownership of real estate, from the smallest condominium to the largest shopping center. This course examines the current real estate market and describes the various opportunities for real estate investors.

This course has been submitted to the Texas Real Estate Commission. Its current status is "approval pending."

Course hours and prices are subject to change. Please check KapRE.com for the most updated information.

**Property Management** (851)

30 Credit Hours

**Online \$159**

**Home Study \$105**

Property managers must be mindful of strategies for risk reduction, environmental issues and safety, and understanding the needs of tenants and owners, all while maintaining and managing properties. This course explores daily issues facing practitioners, such as maintenance, accounting, administrative, and legal activities. The course has up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns.

**Texas Sales and Marketing 101 for Real Estate Professionals** (551)

30 Credit Hours

**Online \$159**

**Home Study \$105**

Discover how accurate market research and understanding client motivations can help you segment your marketplace for the most effective target marketing possible. Also answered is the age-old question of the difference between price and value, and how it is employed to support your fees.

**Real Estate Study Package \$49**

To purchase, call **800.638.9529**.

Includes:

- Modern Real Estate Practice Flashcards
- The Language of Real Estate (book)
- The Language of Real Estate (MP3)

**NEW! LIVE ONLINE | WEEKDAY CLASSES | 8:30 am–12:00 pm**

PRINCIPLES OF REAL ESTATE I Mon–Thu	PRINCIPLES OF REAL ESTATE II Mon–Thu	LAW OF AGENCY Mon–Wed	REAL ESTATE FINANCE Mon–Wed	LAW OF CONTRACTS Mon–Wed	PROMULGATED FORMS Mon–Wed
Jul 15*, 22, 23, 24, 25	Jul 29, 30, 31, Aug 1	Aug 5, 6, 7	Aug 12, 13, 14	Aug 19, 20, 21	Aug 26, 27, 28
Oct 21*, 28, 29, 30, 31	Nov 4, 5, 6, 7	Nov 11, 12, 13	Nov 18, 19, 20	Dec 2, 3, 4	Dec 9, 10, 11

**NEW! LIVE ONLINE | EVENING CLASSES | 6:00 pm–9:30 pm**

PRINCIPLES OF REAL ESTATE I Mon–Thu	PRINCIPLES OF REAL ESTATE II Mon–Thu	LAW OF AGENCY Mon–Wed	REAL ESTATE FINANCE Mon–Wed	LAW OF CONTRACTS Mon–Wed	PROMULGATED FORMS Mon–Wed
May 28*, Jun 3, 4, 5, 6	Jun 10, 11, 12, 13	Jun 17, 18, 19	Jun 24, 25, 26	Jul 8, 9, 10	Jul 15, 16, 17
Sep 3*, 9, 10, 11, 12	Sep 16, 17, 18, 19	Sep 23, 24, 25	Sep 30, Oct 1, 2	Oct 7, 8, 9	Oct 14, 15, 16

\*The first date listed for live online Principles of Real Estate I classes will be a short orientation session only.

**DALLAS | WEEKDAY CLASSES | 8:30 am–5:00 pm**

PRINCIPLES OF REAL ESTATE I Mon–Tue	PRINCIPLES OF REAL ESTATE II Wed–Thu	LAW OF AGENCY Mon	REAL ESTATE FINANCE Tue	LAW OF CONTRACTS Wed	PROMULGATED FORMS Thu
Aug 5, 6	Aug 7, 8	Aug 12	Aug 13	Aug 14	Aug 15
Oct 7, 8	Oct 9, 10	Oct 14	Oct 15	Oct 16	Oct 17
Dec 2, 3	Dec 4, 5	Dec 9	Dec 10	Dec 11	Dec 12

**DALLAS | WEEKEND CLASSES | 8:30 am–5:00 pm**

PRINCIPLES OF REAL ESTATE I Sat & Sun	PRINCIPLES OF REAL ESTATE II Sat & Sun	LAW OF AGENCY Sat	REAL ESTATE FINANCE Sun	LAW OF CONTRACTS Sat	PROMULGATED FORMS Sun
Jul 13, 14	Jul 20, 21	Jul 27	Jul 28	Aug 3	Aug 4
Sep 7, 8	Sep 14, 15	Sep 21	Sep 22	Sep 28	Sep 29
Nov 2, 3	Nov 9, 10	Nov 16	Nov 17	Nov 23	Nov 24

**HOUSTON | WEEKDAY CLASSES | 8:30 am–5:00 pm**

PRINCIPLES OF REAL ESTATE I Mon–Tue	PRINCIPLES OF REAL ESTATE II Wed–Thu	LAW OF AGENCY Mon	REAL ESTATE FINANCE Tue	LAW OF CONTRACTS Wed	PROMULGATED FORMS Thu
Aug 12, 13	Aug 14, 15	Aug 19	Aug 20	Aug 21	Aug 22
Nov 4, 5	Nov 6, 7	Nov 11	Nov 12	Nov 13	Nov 14

**WEEKDAY EXAM PREP | THURSDAYS & FRIDAYS | 8:30 AM–6:00 PM**

**DALLAS**

Sep 26, 27	Dec 5, 6
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**HOUSTON**

Oct 3, 4	Dec 19, 20
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**WEEKEND EXAM PREP | SATURDAYS & SUNDAYS | 8:30 AM–6:00 PM**

**DALLAS**

Sep 14, 15	Nov 9, 10
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Real Estate Exam Prep Available OnDemand.

## Texas Mandatory Continuing Education (MCE) Requirements

### Renew Your Sales Agent License

As a Real Estate Sales Agent you are required to renew your license every two years. Renewal notifications are sent out approximately 90 days prior to your license expiration date. You cannot renew your license until you receive your license renewal notification. Part of the renewal process includes completing required continuing education courses.

### Sales Apprentice Education (SAE) Requirements for First Time Renewals

All active and inactive salespersons who are renewing for the first time must complete 270 hours of qualifying real estate education hours. In addition, you must complete 4 hours of Texas Real Estate Commission (TREC) Legal Update I, and 4 hours of TREC's Legal Update II. Evidence of successful course completion must be posted to the TREC computer system prior to the online renewal process or the license will expire. If you have supervisory responsibilities for six months or longer, you are required to complete the 6-hour Broker Responsibility course as part of your renewal requirements. You must submit your hours at least 10 days prior to the date you wish to renew online. Please allow 10 business days for processing.

### Active Sales Agent License Renewal Requirements

Active sales agents are required to complete 18 hours of TREC approved continuing education courses. This must include the non-elective 4-hour Legal Update I course, the 4-hour Legal Update II course, and 10 hours of approved CE elective topics. A licensee who has been approved as a supervisor by their broker for three months or more, must complete the 6-hour Broker Responsibility course as part of their 18 hours of continuing education. You must submit your hours at least 10 days prior to the date you wish to renew online. Please allow 10 business days for processing.

### Renew Your Real Estate Broker License

As a Real Estate Broker you are required to renew your license every two years. Renewal notifications are sent out approximately 90 days prior to your license expiration date. You cannot renew your license until you receive your license renewal notification. Part of the renewal process includes completing required continuing education courses.

### Active Individual Broker License Renewal Requirements

Active brokers are required to complete 18 hours of TREC approved continuing education courses. This must include 8 hours of TREC Legal Update I and II; and 10 hours of approved CE elective topics. A broker or a designated broker of a business entity, who sponsor one or more sales agents during their current license period or a delegated supervisor of one or more license holders, must also complete a 6-hour Broker Responsibility continuing education course as part of their required 18 hours of continuing education. You must submit your hours at least 10 days prior to the date you wish to renew online. Please allow 10 business days for processing.

TREC Provider License Number—**Kaplan Real Estate Education Continuing Education #0031**

## DATES & TIMES

Dates, times, and locations are subject to change. To ensure you get the **most accurate** and **up-to-date** class dates and times, check online!

Visit [www.KapRE.com/TXCE](http://www.KapRE.com/TXCE) for the most recent information.

# LIVE CLASSROOM

Complete MCE Packages

**BUNDLE & SAVE**

## Salesperson CE PACKAGE 1

### Texas Complete Salesperson CE Package 1

18 Credit Hours | \$119

**Live Classroom:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)
- Liars, Cheaters, and Thieves: Averting Client Catastrophe (4 Credit Hours)
- Market Pulse: What's Trending Now (6 Credit Hours)

## Salesperson CE PACKAGE 2

### Texas Complete Salesperson CE Package 2

18 Credit Hours | \$119

**Live Classroom:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)
- Game Changers: The New Forces in Real Estate (4 Credit Hours)
- Market Pulse: What's Trending Now (6 Credit Hours)

## Broker CE PACKAGE

### Texas Complete Broker CE Package

18 Credit Hours | \$119

**Live Classroom:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)
- TREC 2019/2020 Broker Responsibility MCE (6 Credit Hours)
- Liars, Cheaters, and Thieves: Averting Client Catastrophe (4 Credit Hours)

For full course descriptions  
visit [KapRE.com/TXCE](http://KapRE.com/TXCE)

# ONLINE & ONDEMAND

Complete MCE Packages

**BUNDLE & SAVE**

## Salesperson CE PACKAGE 1

### Texas Complete Salesperson CE Package 1

18 Credit Hours | \$79

**Online:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)

**OnDemand:**

- Millennials: Challenging the Traditional Real Estate Model (4 Credit Hours)
- Houses: Why Bad Things Happen to Good Houses (6 Credit Hours)

## Salesperson CE PACKAGE 2

### Texas Complete Salesperson CE Package 2

18 Credit Hours | \$79

**Online:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)

**OnDemand:**

- Liars, Cheaters, and Thieves: Averting Client Catastrophe (4 Credit Hours)
- Houses: Why Bad Things Happen to Good Houses (6 Credit Hours)

## Broker CE PACKAGE 1

### Texas Complete Broker CE Package 1

18 Credit Hours | \$79

**Online:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)
- TREC 2019/2020 Broker Responsibility MCE (6 Credit Hours)\*

**OnDemand:**

- Millennials: Challenging the Traditional Real Estate Model (4 Credit Hours)

\*This course has been submitted to the Texas Real Estate Commission. Its current status is "approval pending."

## Broker CE PACKAGE 2

### Texas Complete Broker CE Package 1

18 Credit Hours | \$79

**Online:**

- 2018/2019 Texas Real Estate Commission Legal Update I MCE (4 Credit Hours)
- 2018/2019 Texas Real Estate Commission Legal Update II MCE (4 Credit Hours)
- TREC 2019/2020 Broker Responsibility MCE (6 Credit Hours)\*\*

**OnDemand:**

- Liars, Cheaters, and Thieves: Averting Client Catastrophe (4 Credit Hours)

\*\*Pending approval.

# DALLAS

# HOUSTON

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
<b>TEXAS COMPLETE BROKER CE PACKAGE 1</b>	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
<b>Liars, Cheaters, and Thieves: Averting Client Catastrophe</b>	Oct 10   Jul 13	8:30 am–12:30 pm	
<b>TREC 2019/2020 Broker Responsibility MCE</b>	Oct 10   Jul 13	1:30 pm–7:30 pm	
<b>2018/2019 Texas Real Estate Commission Legal Update I MCE</b>	Oct 11   Jul 14		8:30 am–12:30 pm
<b>2018/2019 Texas Real Estate Commission Legal Update II MCE</b>	Oct 11   Jul 14		1:30 pm–5:30 pm

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
<b>TEXAS COMPLETE BROKER CE PACKAGE 1</b>	Weekday	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
<b>Liars, Cheaters, and Thieves: Averting Client Catastrophe</b>	Sep 19	8:30 am–12:30 pm	
<b>TREC 2019/2020 Broker Responsibility MCE</b>	Sep 19	1:30 pm–7:30 pm	
<b>2018/2019 Texas Real Estate Commission Legal Update I MCE</b>	Sep 20		8:30 am–12:30 pm
<b>2018/2019 Texas Real Estate Commission Legal Update II MCE</b>	Sep 20		1:30 pm–5:30 pm

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
<b>TEXAS COMPLETE SALESPERSON CE PACKAGE 1</b>	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
<b>Liars, Cheaters, and Thieves: Averting Client Catastrophe</b>	Dec 19   Sept 14	8:30 am–12:30 pm	
<b>Market Pulse: What's Trending Now</b>	Dec 19   Sept 14	1:30 pm–7:30 pm	
<b>2018/2019 Texas Real Estate Commission Legal Update I MCE</b>	Dec 20   Sept 15		8:30 am–12:30 pm
<b>2018/2019 Texas Real Estate Commission Legal Update II MCE</b>	Dec 20   Sept 15		1:30 pm–5:30 pm

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
<b>TEXAS COMPLETE SALESPERSON CE PACKAGE 1</b>	Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
<b>Liars, Cheaters, and Thieves: Averting Client Catastrophe</b>	Nov 9	8:30 am–12:30 pm	
<b>Market Pulse: What's Trending Now</b>	Nov 9	1:30 pm–7:30 pm	
<b>2018/2019 Texas Real Estate Commission Legal Update I MCE</b>	Nov 10		8:30 am–12:30 pm
<b>2018/2019 Texas Real Estate Commission Legal Update II MCE</b>	Nov 10		1:30 pm–5:30 pm

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
<b>TEXAS COMPLETE SALESPERSON CE PACKAGE 2</b>	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
<b>Game Changers: The New Forces in Real Estate</b>	Aug 15   Nov 9	8:30 am–12:30 pm	
<b>Market Pulse: What's Trending Now</b>	Aug 15   Nov 9	1:30 pm–7:30 pm	
<b>2018/2019 Texas Real Estate Commission Legal Update I MCE</b>	Aug 16   Nov 10		8:30 am–12:30 pm
<b>2018/2019 Texas Real Estate Commission Legal Update II MCE</b>	Aug 16   Nov 10		1:30 pm–5:30 pm

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
<b>TEXAS COMPLETE SALESPERSON CE PACKAGE 2</b>	Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
<b>Game Changers: The New Forces in Real Estate</b>	Aug 10	8:30 am–12:30 pm	
<b>Market Pulse: What's Trending Now</b>	Aug 10	1:30 pm–7:30 pm	
<b>2018/2019 Texas Real Estate Commission Legal Update I MCE</b>	Aug 11		8:30 am–12:30 pm
<b>2018/2019 Texas Real Estate Commission Legal Update II MCE</b>	Aug 11		1:30 pm–5:30 pm

Course hours, dates, and prices are subject to change. Please check KapRE.com for the most up-to-date information.



**NEW**

# *Live Online Review!*

Attend live classes from the comfort  
of your home or office.

Visit

[www.KapRE.com/TXLIC](http://www.KapRE.com/TXLIC) | [www.KapRE.com/TXCE](http://www.KapRE.com/TXCE)

for course dates and times.

## **ENROLL TODAY**

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[www.KapRE.com/TXLIC](http://www.KapRE.com/TXLIC) | [www.KapRE.com/TXCE](http://www.KapRE.com/TXCE)

or call **800.638.9529**



332 Front Street, Suite 501  
La Crosse, WI 54601