

# TEXAS

## Real Estate Licensing & Continuing Education



NEW LIVE  
ONLINE CLASS  
DATES

*Your Partner in Success*

2021  
JANUARY-JUNE

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# 3 WAYS

## to complete your education!

We know everyone learns differently. That's why we offer multiple options to not only help you meet your educational requirements, but also allow you to take your classes when it works best for your schedule. All learning options offer the same **high-quality curriculum and outstanding instructors** to help you succeed throughout every stage of your career. **The choice is yours!**

## Live Online

Attend live classes from the comfort of your home or office! Live Online courses make it more convenient than ever to study for your real estate licensing exam.

- You get access to the same great Kaplan Real Estate Education content and instructors.
- Our courses offer opportunities to engage with other students and your instructor.
- As an added bonus, you can learn anywhere you have internet access!\*

## OnDemand Video

Looking for a more flexible schedule? Try our industry-leading OnDemand Video lecture format. Access professional instruction on your schedule.

- Our expert instructors go in-studio to create a dynamic learning experience.
- Our OnDemand courses educate, engage, and entertain with studio and "in the field" videos.
- Start, stop, pause, and rewind each video lesson or segment as often as you like.\*

## Home Study

For those who prefer textbook study, our exam-focused self-study correspondence courses allow you to study when and where it's convenient for you.

\*For additional information on supported devices, please visit [www.KapRE.com/Company/system-requirements](http://www.KapRE.com/Company/system-requirements)

# 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 Sales Agent 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 Contract 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 pages 4 and 5.

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### **STEP 2:**

#### Consider Obtaining a Sponsoring Broker

In order to practice as a Real Estate Sales Agent, 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 Sales Agent license without a sponsoring broker.

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### **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.

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### **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**.

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### **STEP 5:**

#### Prepare for the Exam

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

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### **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.

# PRELICENSING Packages

We offer a wide variety of prelicensing packages designed to not only meet the requirements to obtain your license, but to also help you start a successful career in real estate. Choose the delivery format that works best for you and your schedule. Kaplan Real Estate Education is here to be your partner in success and support you every step of the way.

	Career Launcher Package	Complete Package
Delivery Options	Live Online \$1,089 OnDemand \$649 Home Study \$589	Live Online \$889 OnDemand \$449 Home Study \$389
180-Hour Education	✓	✓
Real Estate Textbook Library	✓	✓
Interactive Study Group	✓	✓
Exam Prep	✓	✓
Virtual Exam Proctoring	✓	✓
Real Estate Accelerator	✓	

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

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

# WHAT MAKES KAPLAN'S PACKAGES UNIQUE?

In addition to the outstanding education and first-rate instructors that come with your Kaplan Real Estate Education courses, our packages include unique opportunities to not only help you prepare for your exam, but to teach you how to be successful in your real estate career.

## Interactive Study Groups

### Weekly Live Webinar included with ALL Courses\*!

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

Interactive Study Groups are 1-hour instructor-led webinars and are included with all of your prelicensing courses. These Q&A style learning events are held every Tuesday (national) and Thursday (state-specific) evening.



## Real Estate Accelerator

### Live Online Class \$399

(Price is à la carte)

This intensive boot camp includes eight 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:

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

\*For additional information on supported devices, please visit [www.KapRE.com/Company/system-requirements](http://www.KapRE.com/Company/system-requirements)

# MANDATORY LICENSING COURSES

An applicant for a real estate sales agent license must complete 180 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**

**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**

**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**

**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**

**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.

TREC Provider License Number—**Kaplan Real Estate Qualifying Education #4546**

## MANDATORY

### Promulgated Contract Forms (351)

30 Credit Hours

**OnDemand \$124**

**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.

Courses are available for purchase individually or as part of a package. See page 4 to compare package options and visit us online at [www.KapRE.com/TXLIC](http://www.KapRE.com/TXLIC) to enroll.

COURSE NAME	DATES	TIMES
<b>LIVE ONLINE CLASS SCHEDULE</b>		
<b>ALL TIMES ARE 6:00PM - 9:30PM</b>		
Principles of Real Estate I	Jan 20*, 25, 26, 27, 28	Mon - Thur
Principles of Real Estate II	Feb 1, 2, 3, 4	Mon - Thur
Law of Agency	Feb 8, 9, 10	Mon - Wed
Real Estate Finance	Feb 15, 16, 17	Mon - Wed
Law of Contracts	Feb 22, 23, 24	Mon - Wed
Promulgated Contract Forms	Mar 1, 2, 3	Mon - Wed
<b>ALL TIMES ARE 8:30AM - 12:00PM</b>		
Principles of Real Estate I	<b>Mar 15*</b> , 22, 23, 24, 25	Mon - Thur
Principles of Real Estate II	Mar 29, 30, 31, Apr 1	Mon - Thur
Law of Agency	Apr 5, 6, 7,	Mon - Wed
Real Estate Finance	Apr 12, 13, 14	Mon - Wed
Law of Contracts	Apr 19, 20, 21	Mon - Wed
Promulgated Contract Forms	Apr 26, 27, 28	Mon - Wed
<b>ALL TIMES ARE 6:00PM - 9:30PM</b>		
Principles of Real Estate I	May 10*, 17, 18, 19, 20	Mon - Thur
Principles of Real Estate II	May 24, 25, 26, 27	Mon - Thur
Law of Agency	Jun 1, 2, 3	Mon - Wed
Real Estate Finance	Jun 7, 8, 9	Mon - Wed
Law of Contracts	Jun 14, 15, 16	Mon - Wed
Promulgated Contract Forms	Jun 21, 22, 23	Mon - Wed

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

## 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, please visit [www.KapRE.com/TX](http://www.KapRE.com/TX).

## HIGHLY RECOMMENDED

### Texas Real Estate Exam Prep With Complete Online Drill & Practice QBank

0 Credit Hours

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

See below for the exam prep live online schedule.

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!

DATES

DAYS

TIME

#### LIVE ONLINE EXAM PREP SCHEDULE

Feb 19, 20, 21	Fri - Sun	9:00AM - 3:30PM
Apr 16, 17, 18	Fri - Sun	9:00AM - 3:30PM
Jun 11, 12, 13	Fri - Sun	9:00AM - 3:30PM

## 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, please visit [www.KapRE.com/TX](http://www.KapRE.com/TX).



Broker Upgrade Requirements: You must have four years of active experience as a real estate sales agent 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**

**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** (935)

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 IS APPROVED FOR SAE**

**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.

**THIS COURSE IS APPROVED FOR SAE**

**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.

**THIS COURSE IS APPROVED FOR SAE**

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

**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)



*MP3 player not included*

## Texas Continuing Education 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.

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

All active and inactive real estate sales agents 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. [See page 9 for SAE approved courses.](#)

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### 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.

As of February 1, 2021 sales agents will be required to complete at least three hours in contract-related coursework as part of the 18 hours of continuing education.

## Ready to complete your Salesperson Continuing Education requirements?

Visit our website at [www.KapRE.com/TXCE](http://www.KapRE.com/TXCE) to view our package options, course descriptions, and delivery methods available. Whether you need Legal Update I (#37796), Legal Update II (#37797), 2021-2022 Broker Responsibility,\* a course that satisfies the new Contracts requirement, or need a complete package, Kaplan has you covered. Visit our website and enroll today to get on the path to renewing your license!

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

## 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.

As of February 1, 2021 brokers will be required to complete at least three hours in contract-related coursework as part of the 18 hours of continuing education.

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

## Ready to complete your Broker Continuing Education requirements?

Visit our website at [www.KapRE.com/TXCE](http://www.KapRE.com/TXCE) to view our package options, course descriptions, and delivery methods available. Whether you need Legal Update I (#37796), Legal Update II (#37797), 2021-2022 Broker Responsibility,\* a course that satisfies the new Contracts requirement, or need a complete package, Kaplan has you covered. Visit our website and enroll today to get on the path to renewing your license!

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

"The **online experience** was wonderful. The teachers really care and are available 100 percent."

— Katherine T.

**NEW**

# *Live Online Licensing Packages!*

Attend live classes safely 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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