

# TEXAS

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

**NEW LIVE  
ONLINE CLASS  
DATES**



***Your Partner in Success***

# 2022

**JULY-DECEMBER**

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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 classes 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)

"Initially, I had signed up with a competitor and soon realized that they were too hands-off for my learning style. Because of that experience, I was more aware of what I needed from a learning company and the value that having an online instructor brought to that experience and comprehension.

I then found Kaplan Real Estate Education. Our instructor and administrative partner were truly amazing! They both went out of their way to make sure that we had anything and everything real estate license-related that we needed for success. They are readily available, have incredible knowledge, and give 110% to their students."

—Tracy

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

## to obtaining a real estate license

### **STEP 1:**

#### Must be at least 18 years of age

Before you apply for a license, you can request that the Commission determine whether your fitness meets TREC's qualifications for honesty, trustworthiness, and integrity. Consider requesting a Fitness Determination before applying for the license.

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### **STEP 2:**

#### Register and complete 180 hours of required education

In order to apply for the Texas Real Estate License Exam, the state requires you to complete 180 hours of TREC-approved college-level real estate courses. Kaplan offers four education options that fulfill the 180-hour requirement.

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### **STEP 3:**

#### 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 an online sponsorship request.

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### **STEP 4:**

#### Submit forms and fees to TREC

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

#### **Active or inactive initial license?**

You'll need to decide if you'd prefer an active or inactive license.

- To apply for an active license to practice real estate, include with your initial mailing the Sales Agent Sponsorship Form-1 signed by a licensed Texas real estate broker.
- To apply for an inactive license, submit only the Inactive Salesperson Application forms at this time. Submit the SSF-2 form later to activate your license.

Note: These forms can be downloaded at [www.trec.texas.gov](http://www.trec.texas.gov), or you may complete this process online at <https://mylicense.trec.texas.gov/datamart/mainMenuTXREC.do>.

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### **STEP 5:**

#### Schedule your license examination and fingerprinting

After you receive your response letter from TREC approving you and directing you to the Exam Candidate Handbook, 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.

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### **STEP 6:**

#### Prepare for the exam

By taking Kaplan's world-renowned Exam Prep course, you will have no surprises on exam day. The Texas Real Estate Exam Prep program is available as a Live Online class or OnDemand video course.

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### **STEP 7:**

#### Take the state exam

Once you have passed the state exam and your fingerprints are on file, you will receive an Active or Inactive Salesperson License from TREC via email (remember to monitor your junk mail folder).

# PRELICENSING Packages

We offer a wide variety of prelicensing packages designed to not only meet the requirements to obtain your license but 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
- National Exam Prep Workbook
- Texas Real Estate Exam Prep Workbook

\*Home Study packages include PDFs of these titles. Physical books are available as an add-on option (one add-on package that includes all physical textbooks and workbooks).

# 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 also teach you how to be successful in your real estate career.

## Interactive Study Groups

### Weekly Live Webinar included with ALL Packages\*

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)

*For schedules and additional information, please check our website at <https://www.kapre.com/real-estate-courses/texas/professional-development>.*

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 acts, 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.

## 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.

# MANDATORY LICENSING COURSES AND SCHEDULE

## LIVE ONLINE COURSE SCHEDULE

COURSE NAME	DATES	DAYS
<b>ALL TIMES ARE 8:30 AM–5:00 PM</b>		
Principles of Real Estate I	Jun 1*, 4, 5	Sat–Sun
Principles of Real Estate II	Jun 11, 12	Sat–Sun
<b>ALL TIMES ARE 8:30 AM–2:45 PM</b>		
Law of Agency	Jun 18, 19	Sat–Sun
Real Estate Finance	Jun 25, 26	Sat–Sun
Law of Contracts	Jul 9, 10	Sat–Sun
Promulgated Forms	Jul 16, 17	Sat–Sun
<b>ALL TIMES ARE 5:30 PM–9:30 PM</b>		
Principles of Real Estate I	Jul 6*, 11, 12, 13, 14	Mon–Thurs
Principles of Real Estate II	Jul 18, 19, 20, 21	Mon–Thurs
<b>ALL TIMES ARE 6:00 PM–9:30 PM</b>		
Law of Agency	Jul 25, 26, 27	Mon–Wed
Real Estate Finance	Aug 1, 2, 3	Mon–Wed
Law of Contracts	Aug 8, 9, 10	Mon–Wed
Promulgated Forms	Aug 15, 16, 17	Mon–Wed
<b>ALL TIMES ARE 5:30 PM–9:30 PM</b>		
Principles of Real Estate I	Sep 7*, 12, 13, 14, 15	Mon–Thurs
Principles of Real Estate II	Sep 19, 20, 21, 22	Mon–Thurs
<b>ALL TIMES ARE 6:00 PM–9:30 PM</b>		
Law of Agency	Sep 26, 27, 28	Mon–Wed
Real Estate Finance	Oct 3, 4, 5	Mon–Wed
Law of Contracts	Oct 10, 11, 12	Mon–Wed
Promulgated Forms	Oct 17, 18, 19	Mon–Wed
<b>ALL TIMES ARE 8:30 AM–5:00 PM</b>		
Principles of Real Estate I	Oct 6*, 8, 9	Sat–Sun
Principles of Real Estate II	Oct 15, 16	Sat–Sun
<b>ALL TIMES ARE 8:30 AM–2:45 PM</b>		
Law of Agency	Oct 22, 23	Sat–Sun
Real Estate Finance	Oct 29, 30	Sat–Sun
Law of Contracts	Nov 5, 6	Sat–Sun
Promulgated Forms	Nov 12, 13	Sat–Sun
<b>ALL TIMES ARE 8:30 AM–12:30 PM</b>		
Principles of Real Estate I	Oct 26*, 31, Nov 1, 2, 3	Mon–Thurs
Principles of Real Estate II	Nov 7, 8, 9, 10	Mon–Thurs
<b>ALL TIMES ARE 8:30 AM–12:00 PM</b>		
Law of Agency	Nov 14, 15, 16	Mon–Wed
Real Estate Finance	Nov 28, 29, 30	Mon–Wed
Law of Contracts	Dec 5, 6, 7	Mon–Wed
Promulgated Forms	Dec 12, 13, 14	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 and times 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 and 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 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!

## LIVE ONLINE EXAM PREP SCHEDULE

DATES	DAYS	TIMES (CT)
Jul 22, 23, 24	Fri-Sun	Fri-Sat 9:00 AM-5:00 PM, Sun 9:00 AM-3:30 PM
Sep 16, 17, 18	Fri-Sun	Fri-Sat 9:00 AM-5:00 PM, Sun 9:00 AM-3:30 PM
Nov 18, 19, 20	Fri-Sun	Fri-Sat 9:00 AM-5:00 PM, Sun 9:00 AM-3:30 PM
Jan 21, 22, 23 (2023)	Fri-Sun	Fri-Sat 9:00 AM-5:00 PM, Sun 9:00 AM-3:30 PM

## Dates & Times

Dates and times 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. The experience must total 3,600 points and be reported to TREC on the Qualifying Experience Report in order to obtain a broker license. Broker applicants must also include a transaction identification list for each transaction claimed on the experience report. 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>

**Texas Real Estate Brokerage:  
A Management Guide (751)**

30 Credit Hours

**Online \$159**

**Home Study \$119**

This online course offers an application-oriented approach to becoming more effective managers, leaders, and communicators. Based on the Texas Real Estate Commission's required curriculum outline, this course teaches you what to consider when opening a brokerage, as well as tips and tactics for growing your business and measuring success.

**THIS COURSE IS APPROVED FOR SAE.**

**Texas Essentials of Real Estate  
Investment (935)**

30 Credit Hours

**Online \$159**

**Home Study \$119**

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.**

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

**Property Management (851)**

30 Credit Hours

**Online \$159**

**Home Study \$119**

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, and 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 \$119**

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.**

**Real Estate Study Package \$89**

To purchase, call **800.636.9517**.

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.

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

Texas requires real estate salespersons to complete 278 classroom hours by the end of their second year of licensure, 90 of which need to be completed in Salesperson Apprentice Education (SAE), and an additional 8 hours of Continuing Education consisting of 4 hours each of Legal Update I and Legal Update II. If you have been made a supervisor by your broker, you must also take the 6-hour Broker Responsibility course to renew. Once you have completed your SAE, the state of Texas requires you to complete 18 hours of CE every two years. Included in the 18 hours are the required 4-hour Legal Update I and the required 4-hour Legal Update II, a 3-hour contracts-related course, and, if applicable, the 6-hour Broker Responsibility course. [See page 9 for SAE approved courses.](#)

### Active Sales Agent License Renewal Requirements

As a Texas real estate salesperson, you will need to complete 18 credit hours of TREC-approved Continuing Education, which must contain 4 credit hours of Texas Legal Update I and 4 credit hours of Texas Legal Update II courses. You must also complete a 3-hour contracts-related course. If you have been made a supervisor by your broker, you must also complete the 6-hour Broker Responsibility course as part of the 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.

## 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 2022-2023 Legal Update I (#42039), 2022-2023 Legal Update II (#42040), 2021-2022 Broker Responsibility (#39962), Real Estate Contracts: Essentials and Beyond (#40895), or a course that satisfies the new Contracts requirement, or you need a complete package, Kaplan has you covered. Visit our website and enroll today to get on the path to renewing your license!

## 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

As a Texas real estate broker, you are required to complete 18 hours of CE every two years (8 credit hours must be TREC-approved Legal Update I and II courses). You must also complete a 3-hour contracts-related course. If you have sponsored one or more sales agents, served as the designated broker for a business entity broker that sponsors sales agents, or been made a supervisor of other license holders, you are also required to complete the 6-hour Broker Responsibility course as part of the 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**

## 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 2022-2023 Legal Update I (#42039), 2022-2023 Legal Update II (#42040), 2021-2022 Broker Responsibility (#39962), Real Estate Contracts: Essentials and Beyond (#40895), or you need a complete package, Kaplan has you covered. Visit our website and enroll today to get on the path to renewing your license!

"Kaplan is a **great tool for teaching and preparing you** for your real estate test. I highly recommend over any online learning offered elsewhere!"

— Taylor B.

**NEW**

# LIVE ONLINE CE CLASSES!

We are adding new live online classes often, so visit our website to see what's new.

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 **800.636.9517**



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