

Austin COURSE GUIDE

Contract-Related CE Courses

Addendums to the TREC Contract: In Depth | 1 Hr CE #51336

Gain a deeper understanding of the most commonly used addenda in Texas real estate transactions. This course covers how each addendum affects the contract, when to use it, and how to explain it to your clients. Agents will leave with greater confidence navigating financing terms, lease agreements, back-up offers, and more.

Contract Comparisons | 1 Hr CE #50903

Explore how the TREC 1-4 Family Contract compares to the Condo, Unimproved Property, and Farm & Ranch Contracts. This course gives agents the knowledge to confidently choose the right form based on the property type and client needs. You'll understand how different contracts handle key sections like title, surveys, and closing requirements. Great for agents who want to expand their contract expertise and work across a wider range of properties.

Contract Trivia | 1 Hr CE #49412

This fun, fast-paced course turns contract education into a game! Through trivia and interactive challenges, agents will reinforce their understanding of key TREC contracts and addenda. It's a perfect mix of learning and engagement—and a great refresher for experienced agents and newer licensees alike. Come ready to compete and leave with stronger contract knowledge.

Financing Addenda Spotlight | 1 Hr CE #49338

Get clarity on the financing options that support your contracts. This course walks through the Third Party Financing, Seller Financing, and Loan Assumption Addenda, breaking down when and how to use each one. Learn how to advise clients confidently when structuring their offers and how financing terms impact closings. A practical, must-know course for any agent handling financed transactions.

Form Fundamentals | 1 Hr CE #50905

Understand who creates the forms agents use, what they mean, and which ones are allowed under Texas law. This course explains the difference between promulgated, approved, and proprietary forms and how to choose the right one for any given situation. It's an essential class for agents who want to reduce risk and close with confidence. Perfect for anyone who's ever asked, "Can I use this form?"

HOA Addendum Spotlight | 1 Hr CE #47572

This course dives into the often-misunderstood HOA Addendum and walks through how to properly complete it and explain its contents to clients. You'll also review how HOAs are addressed in the Condo Contract and gain insight into best practices for managing client expectations. Stay ahead of the disclosures and reduce friction before closing.

Navigating the 1-4 Family Contract | 1 Hr CE #51182

This course takes you through key sections of the most commonly used contract in Texas real estate: the TREC 1-4 Family Residential Contract. You'll learn how to manage timelines, work with formulas, and guide clients through critical decisions. Whether you're newer to contracts or just need a refresher, this class is a valuable confidence booster. Learn how to catch small issues before they become big ones.

Paragraph 6 Spotlight | 1 Hr CE #51180

Take a deep dive into Paragraph 6 of the 1-4 Family Contract, including title commitments, surveys, and objections. This course also covers deleting the area and boundaries exception and securing additional survey coverage. Agents will gain a better understanding of the title-related notices and delivery timelines that can impact the closing. Ideal for any agent who wants to reduce contract-related confusion and provide better guidance to their clients.

PIDs, PUDs, MUDs – Oh My! | 1 Hr CE #52182

Learn how to identify whether a property is located in a special district and what that means for disclosure, financing, and long-term ownership costs. This course explains where to find the required notices and how these districts show up in the TREC contract. Agents will leave better equipped to educate clients and avoid surprises at closing. Great for agents working in new construction or suburban communities.

Reading Between the Lines: Understanding Contracts in Negotiation Context | 1 HR CE #52342

This course focuses on how the TREC 1-4 Family Contract functions as a tool during negotiations. Agents will explore key paragraphs through both buyer and seller perspectives to understand how contract terms can shape negotiations, address client needs, and impact the overall transaction. Learn how to recognize negotiation opportunities embedded in the contract and apply them effectively to protect your client's interests.

What the FIRPTA? | 1 Hr CE #51179

This course introduces agents to the Foreign Investment in Real Property Tax Act (FIRPTA) and how it applies to transactions involving foreign sellers. Agents will learn what FIRPTA is, how it's addressed in Paragraph 20 of the TREC contract, and what steps to take when FIRPTA may apply. You'll also learn how to collaborate with title companies and tax professionals to help keep transactions on track.

Real Estate & Title CE Courses

Becoming a Real Estate Area Expert | 1 Hr CE #49371

This course teaches agents how to become the go-to expert in a specific market or neighborhood using local stats, MLS tools, and market research. Learn how to track pricing trends, stay informed on inventory, and communicate real insight to your clients. You'll also gain tools for building a stronger local brand. Perfect for agents farming a specific area or expanding into a new one.

Better Buyer Consultations | 1 Hr CE #51345

Learn how to prepare, present, and deliver a buyer consultation that builds trust and leads to more qualified, committed clients. This course outlines how to uncover client needs, explain your process, and set expectations from the start. Strong buyer consultations lead to smoother transactions and better outcomes. Great for both new and experienced agents.

Business Planning 365 | 1 Hr CE #47238

Success in real estate starts with a plan. This course helps agents evaluate their business, set goals, and create a customized, actionable plan that includes budgeting, marketing, lead generation, and time management. Agents will leave with a clear roadmap they can implement right away to grow their business and stay on track year-round.

Checklist Check-Up: Master Your Real Estate Systems | 1 Hr CE #51692

This course helps agents streamline their business with practical checklists for listings, buyers, sellers, and personal productivity. Learn how to implement repeatable systems that improve client communication, reduce mistakes, and save time. Agents will walk away with ready-to-use templates and ideas to create a smoother, more consistent experience for themselves and their clients.

Creating Listing Presentations | 1 Hr CE #47077

This course teaches agents how to build a compelling listing presentation that impresses sellers and wins business. Learn what to include in a pre-listing packet, how to structure your meeting, and tips for handling objections and getting the agreement signed. Ideal for agents looking to refresh or create a listing presentation that converts.

CRM Concepts | 1 Hr CE #47076

Learn how to leverage the full potential of a modern CRM to build, manage, and automate your real estate relationships. This course explores how today's CRM tools—combined with smart strategies and supporting technologies—can help you stay organized, generate leads, and scale your business. It's not about one platform—it's about understanding the power of any good CRM system.

Customer Experiences that Win Clients for Life | 1 Hr CE #51693

This course teaches agents how to create memorable, relationship-driven experiences before, during, and after a transaction to boost client satisfaction and referrals. Learn creative ways to connect with your database, stand out in your market, and become the go-to real estate expert for life. Ideal for agents who want to turn one-time clients into lifelong advocates.

Deep in the Heart of Taxes | 1 Hr CE #47709

Learn how the Texas property tax cycle impacts closings, client communication, and marketing. This course walks through prorations, exemptions, and timing—and gives you strategies to educate clients throughout the year. It's a great way to stay valuable to clients even after the transaction closes. Note: This course does not cover how to protest property taxes.

Getting Your Listings Sold | 1 Hr CE #51348

This course provides a complete strategy for prepping, marketing, and negotiating listings to the finish line. Agents will learn how to identify the most likely buyer, market effectively, and move the property to closing. It begins at the listing appointment and ends at a successful sale—with practical steps in between. Great for listing agents who want better results with every listing they take.

Know the Numbers: Essential Stats & How to Find Them | 1 Hr CE #47703

In this class, agents will learn how to locate and use real estate market stats to guide buyers and sellers with confidence. You'll explore where to find key data, what the numbers actually mean, and when to apply them in client conversations. It's perfect for agents who want to stand out as local market experts. Stats don't have to be intimidating—this course makes them work for you.

Mock Closing | 1 Hr CE #47075

Get a full walkthrough of what happens before, during, and after a real estate closing. You'll learn what documents your clients will encounter, how to prepare them, and how to set proper expectations. A great class for newer agents or anyone who wants to strengthen their understanding of the escrow process. You'll leave with greater confidence and clarity.

Real Estate Scams Unveiled | 1 Hr CE #52201

Stay informed about the latest scams targeting agents and their clients, including wire fraud and seller impersonation fraud. This course teaches you how to recognize red flags and how to protect your business from cybercrime and fraud. Learn the best ways to educate your clients and prevent mistakes that can cost thousands. An essential course for risk management in today's digital age.

Surveys at a Glance | 1 Hr CE #51750

This course covers the different types of surveys, how they impact title insurance, and what to look for in Paragraph 6 of the contract. You'll also learn about deleting the area and boundaries exception and how to request additional survey coverage. Great for agents who want to avoid last-minute issues and help their clients understand what surveys really mean.

The Journey of a File | 1 Hr CE #51187

Ever wonder what happens once a contract is receipted? This course walks you through the entire title process—from opening the file to closing and funding—so you can confidently guide your clients. You'll learn what the title company is doing behind the scenes and how to keep deals on track. Perfect for agents who want better communication and fewer surprises during closing.

Title Commitment A to D | 1 Hr CE #49105

Learn how to review a title commitment quickly and effectively. This course breaks down each schedule (A, B, C, and D) and highlights the red flags agents should know. You'll get tips for reviewing commitments in five minutes or less and learn best practices for collaborating with your title team. A must-have skill set for agents who want to protect their clients and close deals smoothly.

Social Media & Technology CE Courses

Apply AI: Using Artificial Intelligence in Real Estate | 1 Hr CE #51691

This course introduces agents to powerful AI tools and how they're transforming the real estate industry. Learn how to use AI to streamline content creation, boost lead generation, and enhance marketing strategies. You'll explore tools like ChatGPT, AI-powered plug-ins, and practical applications to stay ahead of the competition.

Capture the Magic of Canva | 1 Hr CE #48792

Take your real estate marketing to the next level using Canva's newest tools, including AI features that help you create better visuals in less time. This course is designed for agents already familiar with Canva who want to step up their game. Learn how to design polished social posts, flyers, and listing materials without needing a graphic designer. Leave with inspiration and ideas to instantly elevate your brand.

Google Business for Real Estate | 1 Hr CE #51340

If you're not using your Google Business Profile, you're missing out on one of the easiest (and free!) ways to show up in local searches. Learn how to set up, verify, and optimize your profile to attract leads and promote your services. You'll leave with a list of ideas to post, update, and use to stay visible online. A strong option for agents looking to grow their business organically.

Maximizing MLS | 1 Hr CE #48302

Unlock the full potential of the MLS system used by the **Austin Board of REALTORS®**. This course teaches you how to customize searches, organize your dashboard, and use built-in tools for prospecting and farming. Great for both new and experienced agents who want to save time and generate leads more effectively.

Social Media Power Hour | 1 Hr CE #52603

Learn how to make the most of Instagram, Facebook, and LinkedIn to grow your business and engage your sphere. You'll walk away with content strategies, profile tips, and insights into how platforms reward visibility. This is a fast-paced, idea-packed class that will inspire your next post. Ideal for agents looking to stay relevant online and attract more clients.

The Agent's Guide to RPR | 1 Hr CE #51697

Learn how to research properties, run a CMA, and create stunning client-facing reports using RPR—Realtors Property Resource®. This course walks you through the features that help you stand out in listing appointments, educate buyers, and support farming strategies. Ideal for agents who want a free, all-in-one data tool they're probably already paying for through their NAR membership.

Advanced Consultation Services

Behind every successful business is a solid strategy — and we're here to help you build yours. Our one-on-one consultations help you align your tech, marketing, and operations with where you want your business to go next.

Contact your business development rep for more information.