



# Real Estate Hot Topics: Don't Get Burned

## Hosted by

South Padre Island Board of REALTORS®

**When** July 31, 2017

## Where

2111 Padre Blvd. Suite #5  
South Padre Island, TX 78597

## Class

Registration: 8:45am

9:00am - 12:00pm

## Instructor(s)

Candy Cooke

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor. Contact the course host for more information.

## Registration

\_\_\_\_\_  
Name on TREC license

\_\_\_\_\_  
TREC license #

\_\_\_\_\_  
Primary phone

\_\_\_\_\_  
Email address

### Courses & fees

## Real Estate Hot Topics: Don't Get Burned

3 hrs CE, Course #31104

\$30

This session examines current hot issues based upon changes in guidelines, policies, and procedures from TREC, TAR, state, and/or or federal sources. Potential topics include RESPA changes and how they affect current transactions; changes in licensing laws, including adult education. To properly price their listings, negotiate price reductions and effectively close reluctant buyers. Also how to raise the bar in terms of customer service, agent reviews, conflict resolution, and risk management. To help the license holder implement the best proven practices to make their customized services stand out from those offered by competitors. To keep the license holder compliant with the policies and guidelines that governs appropriate business



### Deadline

Register by July 24, 2017 After deadline, add \$10 to registration fee

**Method of payment**  Cash  Check  Money order  Visa  
 MasterCard  Discover  American Express

\_\_\_\_\_  
Name on card

\_\_\_\_\_  
3-digit CSC

\_\_\_\_\_  
Billing address

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ZIP

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Credit card number

\_\_\_\_\_  
Expiration date

\_\_\_\_\_  
Signature

 **TEXAS REALTORS® UNIVERSITY**  
TEXAS ASSOCIATION OF REALTORS®

Provider #0001

800-873-9155 • education@texasrealtors.com

### CE credit

If seeking CE credit, please bring your real estate license and a valid photo I.D.

### Special services

If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

### Refund/cancellation policy

A full refund will be issued if written notification is received by July 24th. No refunds will be issued after July 25th.

## To register

Fill out this form and email  
[Lindsey@spirealtors.com](mailto:Lindsey@spirealtors.com)

Questions?  
Contact Lindsey Martinez  
(956) 772-1940