



# Real Estate Hot Topics: Don't Get Burned

**Hosted by**  
South Padre Island  
Board of REALTORS®

**When** August 1, 2018

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

**Class**  
Registration: 8:45am  
9am – 12pm

**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**

\$30

### 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.

### Deadline

Register by 07/25/18 After deadline, add \$5 to registration fee

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

Name on card

3-digit CSC

Billing address

ZIP

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

No refunds will be issued after July 25, 2018.

## To register

Fill out this form and email  
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez  
(956) 772-1940