

RECEA CLASS LIST & DESCRIPTIONS

ALWAYS VERIFY THAT CLASS IS STILL APPROVED AND AVAILABLE
BEFORE BOOKING AS ALWAYS SUBJECT TO CHANGE

REAL ESTATE CE ACADEMY

Provider #10611



BOOKING DETAILS INCLUDED IN BACK
realestateceacademy@gmail.com
realestateceacademy.com

1 HR ELECTIVE COURSES: FLAT FEE COST: \$200, TRAVEL FEE \$50 (if applicable)

COURSE LIST	CREDIT	CLASS	EXPIRES
TITLE: Buyer Representation Description: To equip Realtors with the knowledge and skills necessary to effectively discuss buyer agency, utilize buyer representation contract forms, draft amendments, and provide disclosures related to buyer agency. By the end of this 3-hour class, participants will have gained a comprehensive understanding of buyer representation, including initiating conversations with clients, drafting effective contracts and amendments, fulfilling disclosure requirements.	1	49708	6/30/26
TITLE Crafting Your Client Avatar Description: This class introduces the concept of a client avatar, explaining it as a detailed representation of the ideal client for a realtor. It outlines the purpose of creating a client avatar, emphasizing its role in refining marketing, communication, and sales strategies.	1	49709	6/30/26
TITLE: Mock Home Inspection for Realtors Description: Equip Realtors with a deeper understanding of the home inspection process, what inspectors look for, and how to better support clients during inspections.	1	51432	1/31/27
TITLE: Survey1 101 Description: Students will learn key survey insights every Realtors should know. They will learn and understand how to read a survey and how to educate their buyers of the importance of obtaining a new survey before closing. They will learn what to watch for when using an existing survey as well as when a survey is covered and what those coverages are.	1	50689	10/31/26

2 HR ELECTIVE COURSES: FLAT FEE COST: \$300, TRAVEL FEE \$50 (if applicable)

COURSE LIST	CREDIT	CLASS #	EXPIRES
TITLE: Home Inspections for New Construction Description: To equip Realtors with the knowledge and skills needed to guide their clients through the home inspection process for new construction homes. Participants will understand the significance of home inspections, key inspection components, and their roles in facilitating a smooth and informed inspection process	2	51311	1/31/27
TITLE: Understanding Home Inspections Description: The objective of this course is to equip Realtors with essential knowledge about the home inspection process, including its purpose, key components, and the Realtor's role in facilitating and interpreting the inspection. Realtors will leave with a better understanding of how to guide their clients through the inspection process and handle potential issues that may arise.	2	51310	1/31/27

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Buyer Representation Contracts and Strategies Objective: To equip Realtors with the knowledge and skills necessary to effectively discuss buyer agency, utilize buyer representation contract forms, draft amendments, and provide disclosures related to buyer agency. By the end of this 3-hour class, participants will have gained a comprehensive understanding of buyer representation, including initiating conversations with clients, drafting effective contracts and amendments, fulfilling disclosure requirements, and addressing common challenges	3	49719	6/30/26
Seller Representation (Rock The Listing) Objective: To equip Realtors with the knowledge and skills necessary to effectively discuss seller agency, utilize listing forms, and conversations. By the end of this 3-hour class, participants will have gained a comprehensive understanding of listing presentation, marketing, and strategy to place listing in best place to sell quickly at top dollar.	3	51400	1/31/26
Goal Getters: Crafting Your Path To Success Objective: To empower real estate professionals to define their business goals and create actionable plans to achieve them, fostering a mindset of accountability and commitment for success in their careers	3	50686	10/31/26
Demystifying the Documents Objective: Realtors will be able to read, interpret, and explain the following essential real estate documents: Title Commitment, HUD-1 Settlement Statement, Closing Disclosure, Inspection Report, Survey, Appraisal, Truth in Lending Disclosure, Property Disclosure Statement, Sellers Disclosure Notice, Home Warranty Information, Deed, Loan Estimate, and Purchase Agreement.	3	50668	10/31/26
Negotiation Strategies For Buyers Agents Objective: This class aims to equip Buyer Agents with essential negotiation skills tailored specifically to the buyer's perspective in real estate transactions. Participants will learn how to advocate for their clients effectively, navigate challenges, and secure favorable terms.	3	50742	11/30/26
Negotiation Strategies For Sellers Agents Objective: This class is designed to empower Seller Agents with negotiation skills crucial for representing sellers effectively. Participants will learn how to maximize seller profits while navigating the challenges that arise during transactions	3	50743	11/30/26
Advanced Negotiation Strategies Objective: This class aims to elevate the negotiation skills of Realtors by combining insights from both buyer and seller perspectives. Participants will learn advanced techniques and strategies to become master negotiators in real estate transactions	3	50684	10/31/26
Seniors-Handle with Care Objective: Learn to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. Be prepared to approach mature clients with the best options and information for them to make life-changing decisions.	3	52139	3/31/27

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Working by Referral System Objective: Creating and working a system to get referrals from their family, friends, past clients and sphere of influence is the best way to create consistent referrals. We will teach a touch system plan for their past clients to recommend them to their friends, family, and their sphere of influence, as well as following up and adding value to their database. We will teach them to create a sense of community with their database. We will teach them how to development, grow and qualify their database. Show them how to create and annual, monthly, weekly and daily plan.	3	52185	4/30/27
Mastering the CMA Objective: Mastering the CMA is to help real estate professionals improve their skills in pricing residential properties, creating and presenting comparative marketing analyses (CMAs), explaining pricing recommendations, dispelling buyers' and sellers' misperceptions and anxieties about pricing strategies, keeping up to date with market developments, and working with appraisers	3	52179	4/30/27
Social Media Master Class Objective: By taking this class, Realtors will learn to effectively leverage various social media platforms to enhance their personal brand and engage with potential clients. They will develop targeted content strategies and advertising techniques tailored to each platform, maximizing visibility and lead generation. Additionally, Realtors will gain insights into analytics and best practices to continuously refine their social media efforts for optimal results.	3	50688	10/31/26
Canva Branding and Marketing Essentials (Beginners) Objective: By the end of this class, participants will be able to navigate Canva's basic features effectively and set up a comprehensive branding kit tailored to their real estate business. They will learn to utilize templates for various marketing materials, including social media posts and flyers, to enhance their brand presence. Additionally, participants will leave with actionable strategies for integrating Canva into their daily business practices	3	51215	1/31/27
Canva Advanced Objective: Participants in this advanced class will explore the comprehensive features of Canva that go beyond basic design, enabling them to create professional-quality presentations and marketing materials. They will learn to leverage integrations, customize images, and create engaging PowerPoint presentations to enhance their client interactions. By the end of the session, attendees will possess advanced skills to streamline their design processes and improve marketing effectiveness.	3	50746	11/30/26
Build A Branded Canva Website Objective: By the end of the class, attendees will have created (or nearly completed) their own live website they can immediately share with clients and use to market themselves online—all without needing coding or technical experience.	3	52138	3/31/27

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Video For Lead Generation Objective: In this engaging and hands-on class, Realtors will learn how to leverage video content to generate leads, build brand awareness, and enhance client engagement. This course will cover key video strategies, including the power of a Video CMA-A-Day, creating marketing videos that attract buyers and sellers, and using brand awareness videos to establish credibility. Attendees will also explore how email videos increase conversions, testimonial videos build trust, and educational videos position them as industry experts. By the end of the session, Realtors will have a clear roadmap for integrating video into their daily marketing strategy, practical tools for filming and editing, and confidence in front of the camera to maximize their business success.	3	52200	4/30/27
Video Creation and Editing Tools Objective: Learn the fundamentals of creating high-impact videos to market themselves, their brand, and their listings using CapCut, a free and user-friendly video editing app. Participants will discover how to film engaging video content using just their smartphone, learn basic to intermediate editing techniques, and utilize CapCut features like templates, captions, transitions, background music, and AI tools. By the end of the class, attendees will be able to plan, shoot, and edit videos that attract attention, build trust, and generate leads on platforms such as Instagram, TikTok, Facebook, and YouTube	3	52823	6/30/27
Creating and Executing A Content Plan Objective: Realtors will learn how to strategically plan and execute content that attracts, engages, and converts their ideal audience. Attendees will gain a solid understanding of content planning from start to finish — including identifying target audiences, choosing the right platforms, creating a monthly content calendar, using different types of content to tell their brand story, and leveraging best practices for timing and consistency. This hands-on session will help Realtors create a content strategy that saves time, increases engagement, and drives real estate business results. They'll walk away with templates, tools, and a customized monthly content plan they can start using immediately.	3	52174	4/30/27
How To Build An Authentic Brand Objective: This course will guide Realtors through the process of defining their personal and professional brand, crafting a unique brand message, and implementing effective branding strategies across various platforms. Realtors will learn how to align their branding with their values, target audience, and business goals while leveraging social media, storytelling, and consistency to create a memorable and impactful presence. By the end of this course, attendees will have a clear roadmap for developing an authentic brand that reflects who they are and how they serve their clients.	3	52175	4/30/27

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Facebook Mastery For Realtors Objective: In the Facebook class, Realtors will learn how to create and optimize a professional business page that effectively showcases their brand and listings. They will develop targeted content strategies and understand how to leverage Facebook's advertising tools to reach potential clients. Additionally, participants will gain insights into engagement metrics and algorithm understanding to enhance their visibility and drive more interactions on the platform	3	50685	10/31/26
Instagram Mastery For Realtors Objective: In the Instagram class, Realtors will learn how to create a visually cohesive and engaging profile that effectively represents their brand and attracts potential clients. They will explore content strategies tailored to various formats, including posts, Stories, and Reels, to showcase listings and share market insights. Additionally, participants will gain insights into Instagram's algorithm and best practices for engagement, enabling them to maximize their reach and foster meaningful connections with their audience	3	50744	11/30/26
LinkedIn Mastery for Realtors Objective: In the LinkedIn class, Realtors will learn how to craft a professional profile that effectively highlights their skills, experience, and brand within the real estate industry. They will explore strategies for sharing valuable content, engaging with industry professionals, and building a network to generate leads and referrals.	3	50687	10/31/26
Pinterest Mastery for Realtors Objective: In the Pinterest class, Realtors will learn how to create visually appealing boards and pins that effectively showcase their listings and real estate expertise. They will explore strategies for using keywords and engaging content to drive traffic to their website and attract potential clients. Gain insights into Pinterest's algorithm and analytics, enabling them to optimize their presence and improve their marketing efforts on the platform.	3	50671	10/31/26
TikTok Master for Realtors Objective: Learn how to create engaging and authentic video content that resonates with potential clients and showcases their real estate expertise. Explore strategies for leveraging trends and challenges to enhance visibility and reach a broader audience. Additionally, participants will gain insights into TikTok's algorithm and advertising.	3	50672	10/31/26
YouTube Mastery For Realtors Objective: In the YouTube class, Realtors will learn how to create engaging video content that showcases their listings, market insights, and expertise in the real estate industry. They will explore strategies for optimizing video titles, descriptions, and thumbnails to increase visibility and attract potential clients. Additionally, participants will gain insights into YouTube's algorithm and advertising options.	3	50745	11/30/26

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Level Up With AI Objective: In this dynamic 3-hour class, Realtors will explore how artificial intelligence (AI) is transforming the real estate industry and how they can harness it to save time, improve marketing, generate leads, and increase efficiency in daily operations. Agents will walk away with a better understanding of AI-powered tools for content creation, client communication, predictive analytics, transaction management, property marketing, and more. They will also learn how to implement time-saving strategies using AI while staying compliant with real estate best practices and ethics. This class empowers agents to not only embrace the future of technology but also to position themselves as modern, innovative professionals in the eyes of clients	3	52178	4/30/27
Level Up Communication & Conversion With DISC Objective: Realtors will learn how to identify and leverage the four core DISC personality types—Dominance, Influence, Steadiness, and Conscientiousness—to better understand their clients, improve communication, build trust, and close more deals. By mastering the language and behavioral preferences of each personality, agents will gain insights into how to tailor their approach during showings, listing presentations, negotiations, and follow-up conversations. This course will equip agents with practical tools to go deeper with their clients, uncover true motivations, overcome objections, and enhance client satisfaction through intentional and informed communication. Whether you're working with an analytical C-type buyer or a fast-moving D-type seller, you'll learn to speak their language, build rapport faster, and gain a competitive edge.	3	52822	6/30/27

DPA Programs and More Objective: Equip Realtors with knowledge about down payment assistance (DPA) and tax benefit programs in Texas, covering eligibility, application processes, and program mechanics	3	51398	1/31/26
Financing Options and Programs Objective: Equip Realtors with a comprehensive understanding of various real estate financing options, lender processes, loan requirements, and down payment assistance programs (DPAs), enabling them to guide their clients effectively	3	51312	1/31/27
Insurance: Homeowners, Windstorm and Flood Breakdown Objective: Educate Realtors on essential homeowners insurance coverages, windstorm insurance, flood insurance, and FEMA policies specific to Texas.	3	51315	1/31/27
Leases, Leads and More Objective: This 3-hour Continuing Education (CE) course equips Texas real estate professionals with essential knowledge and skills related to residential leasing. Participants will gain a deeper understanding of the leasing process, legal requirements, landlord-tenant relationships, lease agreements, and property management best practices to enhance professional competence and ensure compliance with Texas law.	3	51313	1/31/27

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Will Power: Probate, Trusts, POA, Heirs and Affairs Objective: Realtors should understand how probate, heirships, trusts, and power of attorney affect real estate sales. Clear communication with heirs, executors, trustees, agents acting under POA, and estate attorneys is essential. Understanding legal documents and Texas-specific processes will ensure smoother transactions.	3	51217	1/31/27
The Art of Time Management Objective: The reality of today's world is that we must achieve great results within less time. The key is to optimize your time, both professionally and personally, in a manner that will yield the most ideal results. This brief guide is designed to help you prioritize tasks and work efficiently. The student will receive proven time management tips to optimize your time in ways that will yield the most ideal results. Apply the tips to leverage time and increase productivity. Find out how to work smarter, not harder! Wrangle the mental squirrels that wreak havoc on your productivity.	3	52206	
Unlock Non-Stop Lead Generation Objective: By the end of this class, Realtors will walk away with a clear, actionable lead generation plan that includes: Requalifying and maximizing their database to focus on high-value connections. Expanding their sphere of influence through creative, low-cost strategies. Understanding and implementing geo-farming techniques with or without a budget. Utilizing both traditional and modern marketing methods to generate consistent leads. Creating an annual lead generation plan that includes touchpoints and engagement strategies.	3	52181	4/30/27

CONTRACTS COURSES

3 HR ELECTIVE COURSES: FLAT FEE COST: \$400, TRAVEL FEE \$50 (if applicable)

3 HR ELECTIVE COURSES	CREDIT	CLASS #	EXPIRES
Contract and Addendum Outs Objective: We will explore proper language and communication should a scenario arise for a termination to ensure the agent is not unlawfully practicing law with advice and language. We will work through in full discussion when and how a buyer can terminate within the contract, addendums, etc. This will provide an advantage to the student to better protect and/or guide	3	52213	4/30/27
Contracts, Addendums, and Misunderstandings Objective: We will examine the TREC promulgated and most used addenda as well as various other very important disclosures. These are some of the most misunderstood forms and yet we use them daily in their businesses. We will cover them from the most commonly used forms to the little known, but useful forms.	3	52173	4/30/27
Know Your Contracts and Addendums Objective: By the end of this class, participants will: Understand the latest changes to the TREC One to Four Family Residential Contract. Identify updates to relevant addendums and how they impact real estate transactions. Gain clarity on the modifications to listing and buyer agency documents.	3	51216	4/30/27

LEGAL	CREDIT	CLASS #	EXPIRES
Legal Update I	4	47600	12/31/25
Legal Update II	4	47601	12/31/25

Class Details:

1. The host is responsible for finding and securing the sponsors and must provide the Name, Company Name, Email, Cell Number and logo to be placed on the marketing piece.
2. The host must submit Jotforms link with all course details, sponsors, for the flyer, registration, and invoices to be created. Link: <https://form.jotform.com/251063462131142>
3. The host is responsible to follow-up and ensure the sponsors have paid 24 hours prior to class RECEA handles the registration of the class. Should they not pay by class time then HOST is responsible for contacting to receive payment or pay invoice themselves.
4. The QR code will be on the flyer and a registration link will be provided as well.
5. RECEA MUST create the flyers for the course.
6. The host will be responsible for printing or arranging for the printing of the Sign-In sheet, handouts, and TREC Roster for the class. This will be provided atleast 24 hours prior to class by RECEA.
7. The host will be responsible for sending details and reminders to all who have Registered for the course The host will be responsible for email the sponsors reminders and details for the course

Class Fee Details:

We are in a time where all CE courses are being offered complimentary to our Realtors we have implemented a flat fee charge for CE classes

\$500 4 HR CE	\$400 3 HR CE	\$300 2 HR CE	\$200 1 HR CE	\$10 pp \$10 per hour Realtor paying fee	\$50-\$100 Travel Fee \$50-\$100 Printing Fee \$50
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****Travel fee depending on location of class and instructor there may be a travel fee of \$50-\$100 depending on driving distance per instructor. Any other arrangements would be worked out and will be handled case by case. If traveling quite a distance the instructor will need to be teaching a 3 HR class to be worth the drive or can be booked for a morning and afternoon class as well to make the distance a win/win. Majority of the classes are 3 HR CE so typically the Host of the class would find 4 sponsors at \$100 to pay for the course.**

How To Book A Class:

1. Email **realestateceacademy@gmail.com** with class, dates, time. RECEA will reach out to instructors that teach that course for availability.
2. RECEA will send a confirmation and a calendar invite securing the date and time of class
3. Host will provide sponsorship information and flyer will be created within 24 hours by RECEA
4. RECEA will create the registration link and provide to host when class is booked.