
❖ Home Study Real Estate Classes ❖

Call 451-9883 or Toll Free 1-800-522-8835 See our Web Site <http://www.cretc.com>

Texas Tech University Center For Professional Development

In Conjunction With

Academic Excellence

A Division Of
Capital Real Estate Training Center

Presents

TREC APPROVED REAL ESTATE EDUCATION

*COMPREHENSIVE
CORRESPONDENCE COURSES*

*to meet TREC requirements for Texas
Real Estate Broker's and
Salesperson's License*

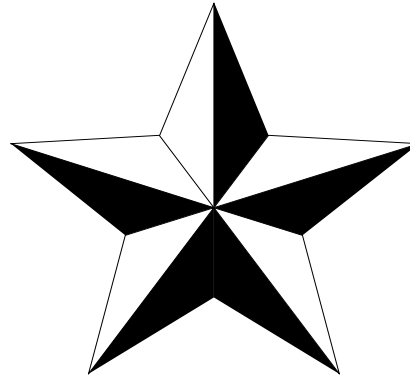
WHY CORRESPONDENCE?

- ◆ Study at your own pace whenever you choose
- ◆ No loss of valuable time sitting in a classroom

Designed by

Rick Knowles, Texas Real Estate
Broker, Real Estate Educator, Former
Senior Mortgage Loan Officer

Paul R. Goebel, Ph.D., Real Estate and
Urban Economics, Professor of
Finance, Texas Tech University



***HOME STUDY™
IS EASIER THAN
YOU THINK***

Order Your Home Study™ Class From Academic Excellence

- ◇ Receive Materials And Textbook
- ◇ Read Materials And Textbook
- ◇ Complete Workbook
- ◇ Return Workbook (Mail, Fax or In Person)
- ◇ Schedule & Pass Your Proctored **OPEN BOOK** final exam
- ◇ Receive Your TREC Accredited Credit From Texas Tech University, College Of Business Administration, Center For Professional Development. Provider #0143

WHAT ARE OUR CREDENTIALS? *THE COURSE DESIGNERS*

Rick Knowles is the owner of Capital Real Estate Training Center in Austin, Texas. He attended Texas Tech University and is a licensed Texas Real Estate Broker. Four years experience as a senior loan officer, during which he closed over 16 million dollars in residential loans, and experience as a real estate office manager give him a broad knowledge and real world experience in the field. He is a life member of the Texas Real Estate Teachers Association, a reviewer for the 8th edition of "Modern Real Estate Practices In Texas", and is a certified Texas Real Estate Commission Mandatory Continuing Education instructor. Rick is a former Broker Member of the **Texas Broker Lawyer Committee and President of the Texas Real Estate Teacher's Association.**

Paul R. Goebel received his MBA from the University of Georgia in 1976, followed by a Ph.D. in Real Estate and Urban Economics in 1980. He has taught Real Estate Fundamentals, Appraisal, Finance, Urban Land Development, and Investment Analysis through the Area of Finance at Texas Tech University since 1980. He has taught courses in academic programs of the Society of Real Estate Appraisers, and the Texas Tech School of Applied Banking. He was a certified Texas Real Estate Commission Mandatory Continuing Education instructor and has been a licensed Texas Broker since 1984.

Course Descriptions For Core & Inspector Classes

PRINCIPLES 0112

60 HOURS \$219.00 This is an economical method to acquire core hours and fulfill the principles and Fair Housing requirement. All the subjects in principles 0111 plus, leases, property management, investments, closing, and title issues of Texas real estate. {Take either 0111 or 0112} **Free CD-ROM Now available**

PRINCIPLES 0111

30 HOURS \$149.00 A in-depth fundamentals course in Texas Real Estate. The course covers the license act, Fair Housing, listing contracts, rights in land, contracts, and much more. This class will comply with the TREC's principles and Fair Housing requirements. **FREE CD-ROM Now Available, Math Video Available for \$25**

APPRAISAL 0211

30 HOURS \$149.00 This is an introduction to the appraisal process. The course includes three different approaches to determine value, reconciliation, data collection, site valuation and the appraisal report. *This course is also approved for Mortgage Broker's Licensing.*

REAL ESTATE

INVESTMENTS 0911

30 HOURS \$149.00 Perfect as an introduction to investments in real estate covering the following areas: ownership, financing of investments, taxes and feasibility studies. This course provides a solid foundation of knowledge in investments.

LAW OF AGENCY 1111

30 HOURS \$149.00 Who does the agent represent? This course answers this question plus many more. Are you familiar with the employment laws of Texas and the Deceptive Trade Practices Act? As of 9-1-94 this course is required for anyone applying for a Texas Real Estate Salesman's license. **CD-ROM available**

Psychology Of Marketing 0523

30 HOURS \$149.00 This marketing class includes dozens of worksheets, exercises and self-assessment to help identify weaknesses to eliminate. Jump start your career and fulfill your top producer potential. **CD-ROM Available**

PROPERTY MANAGEMENT 0831

30 HOURS \$149.00 This is a great class for persons who already practice property management or those who are considering this field of real estate

LAW OF CONTRACTS 1200

30 HOURS \$149.00 This course covers the basic residential contract and addendums. It also covers basic Real Estate Finance. **CD-ROM available**

Real Estate Finance 0411

30 HOURS \$149.00 This course provides an overview of traditional forms of finance. It covers the: sources of mortgage money, conventional mortgage money programs, FHA mortgage programs, Veteran's loan programs and how to qualify borrowers. **CD-ROM available** *This course is also approved for Mortgage Broker's Licensing.*

FINANCE II 0412

30 HOURS \$149.00 This class discusses the different types of financing methods available to agents. **CD-ROM Available**

REAL ESTATE MORTGAGES 0421

30 HOURS \$149.00 This course will give you guidelines, mortgage tables and checklists.

PROPERTY INSPECTION FOR AGENTS 1021

30 HOURS \$149.00 This class covers several topics that the agent will find useful. An educated eye for property defects can assist the agent in their dealings with both buyers and sellers. It also addresses the property inspector's duties and limitations.

COMMERCIAL BROKERAGE 0731

30 HOURS \$149.00 An excellent class for agents wishing to enter the commercial field. Also a very good refresher for experienced Commercial agents.

You Can Take Your Proctored OPEN BOOK Final Exam At Your Local Library, College Testing Center or Academic Excellence.

REAL ESTATE BROKERAGE 0712

30 HOURS \$149.00 Are you planning to manage or even open your own brokerage firm? Are you currently in management? This is the perfect class for you. Topics include: personnel issues, developing a plan, marketing, analyzing the market plus much more. **This course is also acceptable for M.C.E.!**

MARKETING 0511

30 HOURS \$149.00 This is an excellent class if you are looking for new ideas to increase your business. Learn about finding sellers & buyers, negotiating & closing, financing and much more. **CD-ROM Available**

MARKETING TO SELLERS 0521

30 HOURS \$149.00 This course will give you a seller's view of selling a property.

MARKETING TO BUYERS 0522

30 HOURS \$149.00 This course will give you a buyer's view of what they should or shouldn't look for when purchasing a property.

LAW I 0311

30 HOURS \$149.00 This is an excellent introduction to Real Estate Law. This is an excellent course for anyone wanting to have a good understanding of basic real estate law. **CD-ROM Available**

Law II 0312

30 HOURS \$149.00 This detailed course covers the basic real estate law but also addresses subjects such as leasehold estates, landlord tenant relationships, default and fraud. *Remember if you order Law I & Law II together you will receive a sizable discount.*

TREC APPROVED COURSES FOR PROPERTY INSPECTORS.

PROPERTY INSPECTION PI90 90 HOURS \$400.00

This course is acceptable for pre-licensing for a Property Inspector's License and for 90 related hours for real estate licensure. This course covers soil and foundation, HVAC systems, swimming pools, roof, electrical, the inspection report and much more.

ENVIRONMENTAL CONSIDERATIONS IN REAL

ESTATE PI-08 \$85.00

This course is approved for 8 hours continuing education for Texas Licensed Property Inspectors

RED FLAGS (AN INSPECTOR'S GUIDE) PI-08A \$85.00

This course is approved for 8 hours continuing education for Texas Licensed Property Inspectors.

Have You Checked Our New On-Line Web Site?

<http://www.austinagent.com>

LICENSE REQUIREMENTS

Salesperson's License

- 1 180 hour of education with 120 hours of core real estate. 60 hours must be in Principles of real estate 30 hours in the Law of Agency and 30 hours in Contracts. 60 related hours can be credited from past college classes.
- 2 Be a Texas resident 18 years of age or older.
- 3 Pay applicable fees and pass the examination.
- 4 Have a sponsoring broker to receive a license. A sponsoring broker is no longer required to apply for the license.

Broker's License

- 1 Two years active licensure within the last 96 months.
- 2 18 years or older.
- 3 900 classroom hours of education

with 270 of those hours in core real estate subjects.

- 4 Pay applicable fees and pass the examination.

License Renewal

- 1 30 additional Core hours for each year for the first 3 years.
- 2 By the end of the third year, the agent must have completed an additional 90 core hours.
- 4 Beginning in the fourth year the agent is required to complete 15 MCE hours for each license renewal.

Basic Property Inspector License

- 1 Complete 90 Core Inspector Hours.
- 2 Have A Sponsoring Inspector.
- 3 Pay Applicable Fees and Pass The Examination.

COURSE FEES ARE TAX DEDUCTIBLE

An income tax deduction is allowed for education (including travel, registration fees, meals, and lodging) undertaken to maintain and improve professional skills.

ALL MATERIALS NECESSARY TO COMPLETE THE COURSE ARE FURNISHED BY THE PROVIDER

The provider furnishes all materials. The student will pay \$8 shipping and handling and postage on lessons and materials mailed to the provider.

Registration Form

Thirty Hour Core Classes

- | | |
|---|---|
| <input type="checkbox"/> Principles 0112 60 Hours \$219.00 <input type="checkbox"/> CD-ROM | <input type="checkbox"/> Principles 0111 30 Hours \$149.00 <input type="checkbox"/> CD-ROM |
| <input type="checkbox"/> Real Estate Finance 0411 \$149.00 <input type="checkbox"/> CD-ROM | <input type="checkbox"/> Real Estate Investments 0911 30 Hours \$149 |
| <input type="checkbox"/> Law Of Agency 1111 30 Hours \$149.00 <input type="checkbox"/> CD-ROM | <input type="checkbox"/> Inspection For Agents 1021 30 Hours \$149.00 |
| <input type="checkbox"/> Psychology Of Marketing 0523 30 Hours \$149.00 <input type="checkbox"/> CD | <input type="checkbox"/> Law Of Contracts 1200 30 Hours \$149.00 <input type="checkbox"/> CD-ROM |
| <input type="checkbox"/> Residential Appraisal 0211 - 30 Hours \$149.00 | <input type="checkbox"/> Finance II 0412 30 Hours \$149.00 <input type="checkbox"/> CD-ROM |
| <input type="checkbox"/> Commercial Brokerage 0731 30 Hours \$149.00 | <input type="checkbox"/> Real Estate Brokerage 0712 30 Hours \$149.00 |
| <input type="checkbox"/> Property Management 0831 30 Hours \$149.00 | <input type="checkbox"/> Marketing 0511 30 Hours \$149.00 <input type="checkbox"/> CD-ROM |
| <input type="checkbox"/> Marketing to Sellers 0521 30 Hours \$149.00 | <input type="checkbox"/> Real Estate Law I 0311 30 Hours \$149.00 <input type="checkbox"/> CD-ROM |
| <input type="checkbox"/> Marketing to Buyers 0522 30 Hours \$149.00 | <input type="checkbox"/> Real Estate Law II 0312 30 Hours \$149.00 |
| <input type="checkbox"/> Real Estate Mortgages 0421 30 Hours \$149.00 | <input type="checkbox"/> Real Estate Law I & II 60 Hours \$219.00 |

Property Inspection Classes

- Property Inspection PI90 -90 Hours \$400.00 Property Inspection PI-08 8 Hours \$85.00
- Red Flags (An Inspector's Guide) PI-08A 8 Hours \$85.00

Mandatory Continuing Education #0143

- MCE ETHICS (Doing The Right Thing) 15-12-114-2745 15 Hours \$99.00 Expires 11/30/04 CD-ROM
- MCE Contracts 15-12-124-2744 15 Hours \$99.00 Expires 12/31/04 CD-ROM
- MCE Commercial Brokerage & Ethical Conduct #15-06-035-2859 15 Hours \$99.00 Course Approval Date 4/1/03-3/31/05
- MCE Risk Management 15-09-083-2129 15 Hours \$99.00 Course Approval Date 9/1/01-8/31/03
- MCE Its The Law 15-15-014-2322 15 Hours \$99.00 Expires 01-31-04 CD-ROM
- MCE All About Mortgages 15-06-104-2682 15 Hours \$99.00 Expires 10/31/04 CD-ROM

Audio & Video Learning Tools

- Math Video \$25.00 Exam Review Software \$39.00
- Texas Specific Study Guide & Review Software \$50.00 Texas Specific Study Guide and PSI Exam Prep Textbook \$40.00

Name _____ Address _____

City _____ State _____ Zip _____ Phone _____

Shipping and Handling \$8.00 per course

Course Price _____ + _____ *Order 3 core classes at once and save \$20 per class.*

Total Due _____

Payment Enclosed Bill My Credit Card Master Card Discover American Express Visa

Card Number _____ Expiration Date _____

Signature _____ Date _____

Mail or FAX Registration form to:

Academic Excellence
7701 N. Lamar #420 Austin, Texas 78752

Refund Policy If after reviewing your package, you are unhappy with the materials, please feel free to return it within 4 days for a full refund. If returned within 10 days, you will receive a full refund less a \$25 administration fee. Shipping is not refundable After 10 days or completion of the class there shall be no refund.

Fax Enrollment To 1-(512) 451-9787 For Information Call Toll Free 1-800-522-8835 or in Austin 451-9883
It is the student's responsibility to determine that the course ordered meets TREC's regulatory requirement.

TEXAS TECH UNIVERSITY

College of Business Administration
Capital Real Estate Training Center
Academic Excellence
7701 N. Lamar #420
Austin, Texas 78752

For Information Call
1-(512) 451-9883
1-800-522-8835

The First Agent Recruiting Web Site.
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On Line Coursework Now Available
<http://www.austinagent.com>
Call For Details

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TEXAS TECH UNIVERSITY

MANDATORY CONTINUING EDUCATION

MCE-RISK MANAGEMENT 15-09-083-2129 15 HOURS \$99.00

This class covers several topics that every agent needs to know. Topics such as the ADA, Fair Housing, Agency Relationships, Environmental Concerns and Property Inspection. Every agent should take this course to sharpen their professional skills. **THIS COURSE INCLUDES 15 MCE HOURS WITH 9 HOURS OF LAW.**

Course Approval Date 9/1/01-8/31/03

MCE-Ethics (Doing The Right Thing) 15-12-114-2745 15 Hours \$99.00

This course covers topics such as

- ◇ Ethical decision making
- ◇ Agency
- ◇ Stigmatized Property
- ◇ Fair Housing

Learn about the honorable way to practice real estate. This course includes 12 hours of law. **CD-ROM Available** Course Expires 11/30/04

MCE Commercial Brokerage & Ethical Conduct 15-06-035-2859 15 Hours \$99.00

This course covers aspects of commercial brokerage and ethical decision making. This course includes 6 hours of legal topics. Course Approval Date 4/1/03-3/31/05

MCE-Contracts 15-12-124-2744 15 HOURS \$99.00

One of the hottest topic among real estate agents in Texas. Includes rules and laws affecting the Texas Promulgated Contract Forms. The first MCE class to include a companion CD-ROM with both video and audio instruction. 15 hours of MCE with 12 hours of Law. Expires 12/31/04

It's The Law 15-15-014-2322 15 Hours \$99.00

This is a must take class. It covers the Texas Real Estate License Act and The TREC rules. You need to know what the law requires you to do. Includes a FREE CD-ROM that let you search the License Law using keywords. This course offer 15 MCE hours with 15 hours of legal topics. Expires 1/31/2004

MCE All About Mortgages 15-06-104-2682 15 Hours \$99.00

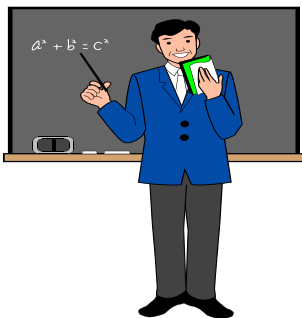
This is a great class for the agent wanting to knowledge to help their customers or clients find financing. It goes into the programs available but is not heavy on the math calculations. This course is available with a FREE CD-ROM. This course offers 15 hours MCE credit with 6 hours of legal topics. (Expires 10/31/04) **This course is also approved for Mortgage Broker's Licensing.**

WHY TEXAS TECH HOME STUDY™ CLASSES?

- There are no course providers in your area.
- Your schedule prohibits your attending traditional classes.
- Courses are prepared and reviewed by professionals.
- The course provide a program for student follow-up with the course instructor.

Course Approval

The courses are approved for education credit through the Texas Real Estate Commission provider number 0143, and Texas Tech University College of Business Administration is accredited by the American Assembly of Collegiate Schools of Business.



Discounted 120 or 180 Core Hour Combos Available
Real Estate Exam Review Software Only \$50.00
30 & 15 Hour On-Line & CD-ROM Assisted Classes

E-Mail Us At RECLASSES@AOL.COM
Check Our Home Page On The Internet
<http://www.cretc.com>