



2022 Brochure

Lloyd Hampton Real Estate Education

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The CE requirement for 2022 is 18 hours. Pick a mix from the following:

TREC Broker Responsibility Course	(6 hours for \$50) ★★★
TREC Legal Update 1	(4 hours for \$30) ★★
TREC Legal Update 2	(4 hours for \$30) ★★
Multiple Listing Service Rules	(4 hours for \$30)
Texas Negotiation Law	(4 hours for \$30)
Texas Landlord-Tenant Law	(4 hours for \$30)
Contracts – TREC Rules on Promulgated Forms	(3 hours for \$25) ★
Contracts – The TREC 1-4 Family Contract	(3 hours for \$25) ★
Contracts – The TREC 1-4 Addenda	(3 hours for \$25) ★
Contracts - TAR Residential Lease	(3 hours for \$25) ★
Contracts – Seller Side	(3 hours for \$25) ★
Contracts – Buyer Side	(3 hours for \$25) ★
Homeowner Associations	(3 hours for \$25)
Risk Reduction	(3 hours for \$25)
Intro to Commercial Real Estate	(3 hours for \$25)
Texas Probate	(3 hours for \$25)
Texas Property Taxes	(3 hours for \$25)
TREC Advertising Rules	(3 hours for \$25)
Don't Get Sued	(1 hour for \$15)

★ (Everyone must take at least one of these Contracts classes!)

★★ (Everyone must take Legal I & Legal II)

★★★ (Delegated Supervisors must, & anyone may take Broker Responsibility!)

Course Descriptions

TREC Broker Responsibility

Course #39962

6 hours

Don't let the title fool you! This is a great class for all license holders to take, sales agents as well as brokers! Although mandated for brokers & for sales agents that supervise other agents (delegated supervisors), this course may be taken by any agent for six hours of CE credit. We delve into the basic relationship between brokers & sales agents & what must be in a firm's Policy and Procedures Manual.

TREC Legal Update 1

Course #42039

4 hours

This is the 4-hour Legal Update 1 course as required for all agents to renew their license.

TREC Legal Update 2

Course #42040

4 hours

This is the 4-hour Legal Update 2 course as required for all agents to renew their license.

Texas Negotiation Law

Course #42399

4 hours

This course delves into the legal issues inherent in negotiating contracts in Texas. We examine critical questions such as: What is the difference between an offer and a contract? When does an offer become a contract? When may an offer be withdrawn? How do we handle multiple offers? Negotiation by text and emails is also discussed in detail. This is an extremely practical course for Texas agents.

Texas Landlord-Tenant Law

Course #42396

4 hours

This course introduces the major components of both residential and commercial landlord-tenant law in Texas and enables licensees to navigate the various statutory provisions that control this very complicated relationship in Texas. Topics covered include duty to repair, evictions, security deposits, late fees, security devices, smoke alarms, lockouts, utility cutoffs, application fees, and more.

Multiple Listing Service Rules

Course #42423

4 hours

The Multiple Listing Service rules have become increasingly more involved as our marketplace becomes more complicated. Newer agents need more training in this important area and experienced agents need both a refresher and update on the numerous and significant changes in these rules. In this course we will review the MLS rules with a view towards compliance and avoidance of fines.

Risk Reduction

Course #42402

4 hours

This course is divided into 20-plus topics that impact the real estate industry today and are known to cause both TREC Complaints and litigation against agents and firms. Topics include authorized activities, rebates and referrals, intermediary, probate issues, seller disclosure issues, general disclosure problems, new forms, inspections issues, title issues, common contract mistakes, pocket listings, MUD and PID disclosures, recording keeping, and more.

TREC Advertising Rules

Course #42403

3 hours

One of the most problematic issues over the last 10 years has been the advertising published by license holders across Texas. This course will cover the provisions of the Texas Real Estate License Act and the rules of the Texas Real Estate Commission pertaining to advertising with an eye towards keeping license holders in compliance with these important rules and regulations. We will also review Multiple Listing Service rules and the Realtor® Code of ethics provisions pertaining to advertising.

Texas Probate

Course #42401

3 hours

This course is an introduction to issues related to real estate and Texas probate. It is taught from two perspectives. First, what we need to do in planning our own estates. Second, the issues involved when an agent is asked to sell a property for an estate. The purposes and procedures of Texas probate will be covered as well as issues faced in selling property for an estate.

Intro to Commercial**Course #42397****3 hours**

This course is designed to introduce residential agents to the issues and concepts of commercial real estate. Topics include valuation of commercial properties, capitalization rates, financial statements, organizations for commercial agents, discounted cash flow analysis, types of commercial property, commercial resources, and more. It's designed to educate residential agents on what steps to take should they decide to enter this exciting segment of our industry.

Contracts – TREC Rules on Promulgated Forms Course #40003**3 hours**

This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. This course delves into sections of the Texas Real Estate License Act and the Rules of the Texas Real Estate Commission impacting the use of the promulgated forms. Special attention is paid to what real estate license holders may, and may not, do in completing the forms as well as the unauthorized practice of law.

Contracts – The TREC 1-4 Family Contract**Course #40001****3 hours**

This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. We will review the 1-4 Family contract, paragraph by paragraph to examine the issues and common misunderstandings associated with the form. You will learn aspects of the contract that most agents are not familiar with. Learn what the professionals know and use to their advantage.

Contracts – The TREC Addenda**Course #39999****3 hours**

This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. This course will review all the TREC promulgated and approved addenda as well as the various notices & other forms published by TREC.

Contracts – The TAR Residential Lease**Course #39878****3 hours**

This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. Leasing is more complicated than sales. This is the reason that the TAR Residential Lease is twice the length of the TREC 1-4 Family sales contract. The Texas Association of Realtors® has developed an excellent lease and related forms over the years. This course covers these lease forms in detail.

Contracts – Seller Side (HAR Course)**Course #41548****3 hours**

This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. This course covers the Texas Association of Realtors® Residential Listing Agreement – Exclusive Right to Sell contract. An examination of this important form will be made paragraph by paragraph.

Contracts – Buyer Side (HAR Course)**Course #41571****3 hours**

This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. This course covers the Texas Association of Realtors® Buyer Representation Agreement – Exclusive Right to Represent contract. An examination of this important form will be made paragraph by paragraph.

Homeowner Associations**Course #42407****3 hours**

Homeowner Associations are a common fact of life in Texas and are both loved and hated by much of the public and real estate license holders. This course will cover, in depth, the provisions of the Texas Residential Property Owners Protection Act which was originally passed in 2001 and then amended several times since, most notably in 2021 with the passage of Senate Bill #1588. This law curtails some of the abuses of Homeowner Associations and now requires filing many of their documents with the Texas Real Estate Commission.

Texas Property Taxes

Course #42398

3 hours

An understanding of the property tax system is essential to the career of any real estate agent in Texas. This course will provide licensees with a solid foundation of understanding of the ad valorem property tax system in Texas. County Appraisal Districts (CAD), local taxing authorities, tax exemptions, and the tax protest system will be examined. Agents will be able to explain how the system works, what resources are available to the public, and the basics of the protest process to clients.

Don't Get Sued!

Course #42395

1 hour

This little beauty of a course teaches you how to stay out of court & avoid TREC complaints in a 1 hour!

How to Enroll and Pay for Courses

Starting in 2022 Lloyd will be teaching exclusively for the Houston Association of REALTORS®. All classes taught by Lloyd are live, in real time, online, Zoom courses. To enroll and pay just go to www.har.com/edu and HAR will send you the Zoom instructions the day before class.

Fee Schedule

Any 1-hour course is \$15

Any 3-hour course is \$25

Any 4-hour course is \$30

Any 6-hour course is \$50

To see my full schedule of dates, classes, and times, go to:

www.LHREE.com

Enroll at:

www.HAR.com/edu

Lloyd Hampton is originally from New Orleans but has lived most of his life in Houston. Mr. Hampton received a Bachelor of Science in Business Technology degree from the University of Houston. He entered the real estate field in 1980 selling new homes and quickly won top sales awards. In 1986, he obtained a real estate sales license and again was awarded top honors for production. After becoming a broker, he continued to represent individuals, sellers, buyers, landlords, tenants, relocation firms, financial institutions, and government agencies with their real estate needs. He has been a member of the National, Texas, and Houston Associations of REALTORS® since 1986.

Another phase of his career began when Mr. Hampton entered the real estate education field in 1987. As Lead Instructor for The Real Estate School, Mr. Hampton taught a full spectrum of courses including principles, practices, property management, finance, mortgage origination, marketing, agency, investments, contracts, negotiation, real estate law, and exam preparation. With a merger with Kaplan Professional Schools, he became the Product Development Leader for Mandatory Continuing Education and Exam Preparation courses along with responsibility for curriculum in Texas. His position also included Texas instructor development.

He is a Life Member of the Texas Real Estate Teachers Association (TRETA) as well as the Association's past Communications Director and Treasurer and has accumulated more than 80,000 podium hours. He has received both TRETA's Certified Real Estate Instructor (CREI) designation as well as the International Distance Education Certification Center's Certified Distance Education Instructor (CDEI) designation. After more than 30 years of live, classroom instruction, Mr. Hampton's focus has shifted to synchronous, online, live presentations. He has taught Continuing Legal Education classes for attorneys as approved by the State Bar of Texas. He is a sought-after consultant, expert witness, trainer and public speaker. His clients include realty firms, attorneys, real estate brokers, REALTOR® associations, title companies, mortgage companies, real estate firms, and the public.

Mr. Hampton is author of The Art of Negotiation. The text covers the legal, business, and ethical aspects of negotiating in today's business environment. It also covers techniques of negotiation, diversity, conflict resolution, the Texas Deceptive Trade Practices Act, and mathematics involved in real estate negotiations.

Mr. Hampton has been Contributing Editor of two courses published by Dearborn Publishing, one on Property Management by Robert Kyle and the other on Real Estate Investments by Dave Sirota. He has also contributed to texts on Real Estate Law by Chuck Jacobus and Texas Real Estate Legislation by Dearborn publishing. He has also published numerous articles on real estate related topics.

In 2011 Mr. Hampton launched his own real estate education firm specializing in quality real estate continuing education for the Texas Real Estate professional. Along with the Texas Real Estate Commission's Legal, and Broker Responsibility courses he has published the following CE courses: Critical Compliance, Real Estate and the Economy, Negotiating Real Estate Texas Style, Commercial Real Estate for the Residential Agent, Texas Landlord-Tenant Law, TREC Contracts Workshop, Texas Title Insurance, The Texas Property Tax System, Examination of the TREC 1-4 Family Contract, The Rules and Regulations of TREC Forms, Negotiating the TREC 1-4 Family Contract, Risk Reduction for Real Estate Agents, Advertising Regulations, Negotiation Law, Multiple Listing Service Rules, the TAR Residential Lease, Texas Probate and Homeowner Associations among others.

He is also the Broker of Record responsible for a real estate firm in west Houston with 400+ agents.



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Continuing Education for Texas Real Estate Professionals

Knowledge is the Vehicle - Service is the Goal

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