



2024 Brochure

Lloyd Hampton Real Estate Education

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The CE requirement for 2024 is 18 hours. Pick a mix from the following:

TREC Broker Responsibility Course	(6 hours for \$50) ★★★
TREC Legal Update I	(4 hours for \$35) ★★
TREC Legal Update II	(4 hours for \$35) ★★
MLS Rules	(4 hours for \$35)
Landlord–Tenant Law	(4 hours for \$35)
Texas Negotiation Law	(4 hours for \$35)
Homeowner Associations	(4 hours for \$35)
Contracts – The TREC 1-4 Family Contract	(3 hours for \$30) ★
Contracts – The TREC 1-4 Addenda	(3 hours for \$30) ★
Contracts – TAR Residential Lease	(3 hours for \$30) ★
Contracts – TXR Listing Documents	(3 hours for \$30) ★
Contracts – TXR Buyer Documents	(3 hours for \$30) ★
Risk Reduction	(1 hour for \$10)

★ (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 #44547

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 I

Course #47600

4 hours

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

TREC Legal Update II

Course #47601

4 hours

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

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 – TXR Listing Documents

Course #49866

3 hours

This course fulfills the 3-hour contracts class as required by TREC to renew a license. 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. Then we will look at all the related addenda and notices.

Contracts – TXR Buyer Rep Documents

Course #49865

3 hours

This course fulfills the 3-hour contracts class as required by TREC to renew a license. 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. Then we will look at all the related addenda and notices.

Landlord-Tenant Law

Course #47774

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.

MLS Rules

Course #47775

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.

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 Negotiation Law

Course #49923

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.

Risk Reduction

Course #47776

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

Lloyd now teaches exclusively for the Houston Association of REALTORS®.

All classes are live, in real time, online, Zoom courses. To enroll & pay just go to www.har.com/edu and HAR will send you the Zoom links and well as the course materials the day before class. Check-in starts 30 minutes before class.

Fee Schedule

Any 1-hour course is \$10

Any 3-hour course is \$30

Any 4-hour course is \$35

Any 6-hour course is \$50

See the schedule below or at: www.LHREE.com

Please note that Lloyd is on vacation in April and October.

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 the Texas Real Estate Teachers Association's Certified Real Estate Instructor (CREI) designation. After more than 35 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 300+ agents.



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Continuing Education for Texas Real Estate Professionals

Knowledge is the Vehicle - Service is the Goal

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