

QUALIFYING REAL ESTATE COURSE APPROVAL FORM Law of Agency (30 hour course)

Provider Name

Provider License Number

Name of Text or Workbook and Author

Length of Course 30 hours					
			FOR TREC USE ONLY		
Agency Concepts Disclosure of Agency; relationship between principal & agent	Suggested Length of Unit(min.)	On Page #	Included	Not Included	Comments
What is Agency? The License Act - Statute & Rules	40				
Why Study Agency	25				
Roles People Play in Agency Relationships - Client or Customer?	40				
Relationship between Principal & Agent	25				
SUBTOTAL	. 130				
Basic Agency Relationships, Disclosure and Duties to the Client Relationship between principal & agent; authority of agent Agency Defined Authority of Agent Classifications of Agency Duty to Respond, Fiduciary Duties and Responsibilities Information About Brokerage Services - Disclosure of Representation	20 20 25 40 20 . 125				
Duties and Disclosures to Third Parties Fiduciary & other duties of an agent					
Non-Fiduciary Duties	20				
General Duties of Honesty & Fairness	20				
Define Third Party/Obligations to Third Party/Duty to Respond	20				
Avoiding Disclosure and Misrepresentation Problems	30				
Section 5.008 of the Texas Property Code (Seller's Disclosure)	20				
Stigmatized Properties	15				
SUBTOTAL	125				

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Seller Agency Disclosure of agency; listing or buying representation procedures	Suggested Length of Unit(min.)	On Page #	Included	Not Included	Comments
Listing Agreements	40				
Exclusive Seller Agency	20				
Benefits of Seller Agency Relationships	20				
Sub Agency	20				
Disclosure Issues	20				
SUBTOTAL	120				
Buyer Agency Disclosure of agency; listing or buying representation procedures					
Buyer Representation Agreement	30				
Deciding to Represent the Buyer	20				
The Creation of Buyer Agency	30				
Benefits of Buyer-Agency Relationships	30				
Written Notification of Compensation to Broker	20				
Buyer's Broker Disclosures	20				
SUBTOTAL	150				
Representing More Than One Party in a Transaction: Intermediary Brokerage Listing or buying representation procedures; agency disclosure The Path from Dual Agency to Intermediary Brokerage Intermediary Brokerage Representation of More Than One Party in a Transaction Specialized Intermediary Applications Intentional versus Unintended Dual Representation SUBTOTAL	40 45 30 20 30 165				
Creation and Termination of Agency Termination of an agent's authority					
How and When Agency is Created	30				
How Agency is Terminated	30				
Duties of Agency that Survive Termination	25				
SUBTOTAL	85				
Clarifying Agency Relationships					
Disclosure Policy	20				
Understanding a Brokerage Company's Policy	25				
SUBTOTAL	45				

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Employment Issues	Suggested Length of Unit(min.)	On Page #	Included	Not Included	Comments	
Independent Contract Agreements	20					
Employment Law	20					
Employment Relationships between Brokers and Principals	20					
Employment and Compensation of Personal Assistants	20					
Relationships between Brokers and Agents, §535.2 Broker Responsibility	20					
Compensation Issues	20					
SUBTOTAL	120					
Agency, Ethics and the Law An agent's duties, including fiduciary duties Distinctions between Law, Ethics, and Morals Federal and State Law Relating to Conduct TRELA and Rules of the Commission (Ethics) Professional Codes of Ethics Minimum Ethical Standards	25 20 40 40 30 155					
Deceptive Trade Practices and Consumer Protection Act Deceptive trade practices						
Fraud versus Misrepresentation	30					
Deceptive Trade Practices and Consumer Protection	50					
Damages	20					
Defenses	20					
Ethical and Legal Concerns	20					
SUBTOTAL	. 140					
Implementation and Presentation						
The Broker Working for/with the Seller	40					
The Broker Working for/with the Buyer	30					
A Practical Guide to Everyday Practice	30					
Other Considerations	20					
Risk Management	20					
SUBTOTAL	. 140					

TOTAL MINUTES

1500