

FIRST NATIONAL TITLE INSURANCE COMPANY

TREC Elective Continuing Education Credit Courses – 2024 FNTI Provider Number – 9942

TREC Elective CE Credit Courses	Credit Hours	Course No.	Expires
3D Printed Homes NEW 2023 The goals for this course is to go over the history of American housing, construction, how 3 D printing is accomplished, the market trends and opportunities, lender and appraisal issues and much more.	1.0	47128	7/31/2025
1031 Exchange Transactions Details what a 1031 exchange is, how to use it, ways to exchange, the different exchanges and much more.	1.0	46413	5/31/2025
A Deed Is a Deed, Right Details the legal significance of various deeds.	1.0	47073	7/31/2025
Closing Short Sales Explains what short sales entail and outlines the procedures on how to correctly set up and close these transactions.	1.0	47292	8/31/2025
Commercial Title Insurance and Closings – Part One Explains how a commercial closing differs from a residential closing and information necessary to ensure the transaction progress and closes smoothly.	1.0	45903	3/31/2025
Commercial Title Insurance and Closings – Part Two An explanation of the specific types of transactions involving commercial property and the areas that need special attention during the closing process.	1.0	45902	3/31/2025

Designing A Winning Real Estate Business NEW 2023 Details the history of ALTA, what is title insurance and the 7 pillarsbest practices.	1.0	46415	5/31/2025
Farm and Ranch Contracts –APPROVED FOR CONTRACTS Instructions to fill out this contract and deal with crops, accessories, reservations, etc.	1.0 Contracts	45143	01/31/2025
FIRPTA for Realtors A detailed discussion of the Foreign Investment in Real Property Act and guidelines of how to handle this situation during closings.	1.0	45150	01/31/2025
House Over Troubled Waters NEW 2023 A detailed discussion of the history of water in Texas. Texas water sources, water management and aging infrastructures, and Texas population growth and water challenges.	2.0	47646	10/31/2025
How and When to Use Affidavits of Heirship & Powers of Attorney Details closing issues involving affidavits of heirship and powers of attorney.	1.0	47084	7/31/2025
Identity and Cyber Security NEW 2023 What Cybercrime looks like. The Dark web, Escrow and Real Estate Fraud, real life examples and how to protect yourself and your clients.	2.0	48023	12/31/2025
Insuring Easements and Leaseholds A general understanding of the basics of easements and leaseholds.	1.0	43869	7/31/2024
Marketing to Multiple Generations NEW 2024 The goal of this class is to review the agent duties and responsibilities. Examine the different generations and their worlds.	2.0	49538	5/31/2026
Minerals, Can You Dig It? A thorough discussion of the complex area of mineral interests as it relates to real estate transactions.	1.0	43767	6/30/2024
Oh No! The Property Is in a Trust! Details the mechanics of property held in a trust.	1.0	47091	7/31/2025
Ooh That Smell NEW 2023 To provide Realtors with information to improve, their knowledge of residential sewer systems and septic systems. To provide information on how these systems function, so Realtors can provide accurate information when discussing these systems with clients.	1.0	46162	4/30/2025
OMG My Client Did What NEW 2023 To provide Realtors with techniques and procedures to help prevent transaction issues when clients buy or sell a property.	1.0	45950	3/31/2025
Oops I Missed It Again NEW 2023 The goal of this class is to review the Realtor's responsibilities when writing a residential purchase offer. We will review sections of the 1- 4 Single Family Purchase Contract and discuss items for the agent to watch out for when filling in the contract with the buyer. This class will provide you with increased knowledge to help in writing better purchase	1.0	45180	1/31/2025

contracts for your buyer client. This class is not a comprehensive			
contract overview. We will be reviewing sections of the contract			
where errors commonly occur.			
Property Condition and Casualty Loss	1.0	57223	8/31/2025
Provides a detailed discussion concerning property condition and the			
course of action to take if there is damage to the property under			
contract. WILL NOT RENEW			
Same-Sex Marriage and Title Insurance	1.0	45142	1/31/2025
A thorough review of this relatively new area including example			
situations and the implications on real estate transactions.			
Selling Farm and Ranch Property NEW 2023	2.0	49537	5/31/2026
To provide agents a comprehensive overview of information needed			
to sell farm and ranch properties. We will cover topics agents need			
to know when selling farm and ranch properties and review key sections of the TREC Farm & Ranch contract.			
sections of the TREC Farm & Runch contract.			
Six Rules of Negotiations	1.0	43870	7/31/2024
How to skillfully negotiate a contract to achieve a purchase that		-	, , , , , , , , , , , , , , , , , , , ,
satisfies all parties involved.			
Surveys: A Snapshot into the Dirt	1.0	48078	12/31/2025
Explains the use and purpose of a survey as it relates to a closing			
transaction with a special emphasis on area and boundary.			
The ABC'S of Title NEW 2023	1.0	45647	03/31/2025
Explains the process from receiving your contract , title, survey, CD,			
clear to close, the closing and funding.	2.0	47700	44/20/2025
The Agent's Guide to Completing the TREC 1-4 Family	2.0	47789	11/30/2025
Contract APPROVED FOR CONTRACTS Covers and provision in the TREC 1.4 Family Contract	Contracts		
Covers each provision in the TREC 1-4 Family Contract.			
Time	1.0	43933	07/31/2024
Discuss the concept of time management from a perspective of how			
real estate professionals use their time in their daily business and			
professional lives.			- 1- 1- 1
Title Commitments	1.0	49362	5/31/2026
Discusses the type of coverage given and how it relates to items in the TREC contract.			
TREC Contract Changes 2023	1.0	45645	3/31/2025
APPROVED FOR CONTRACTS	Contracts		
Covers the TREC contract changes made in 2018 and 2020.			
Understanding Home Appraisal and Appraisal Waiver	1.0	47082	7/31/2025
Addendum NEW 2023			
The goal of this class is to review the appraisal process for single family			
homes. With focus on the 1-4 Single Family contract and Third Party			
Finance addendum, with the goal of helping agents understand the			
Finance addendum, with the goal of helping agents understand the proper use of the Right to Terminate Due to Lender's Appraisal			•
proper use of the Right to Terminate Due to Lender's Appraisal			
proper use of the Right to Terminate Due to Lender's Appraisal addendum in a purchase transaction. Warning Signs in the Closing Process	1.0	47770	11/30/2025
proper use of the Right to Terminate Due to Lender's Appraisal addendum in a purchase transaction.	1.0	47770	11/30/2025

What Do I Do Now? Wills, Probate & Guardianships Covers the basics of handling property affected by wills, probates, and guardianships.	1.0	47226	8/31/2025
What Would You Do? Part 1 Real-life situations at the closing table presented and discussion on how it was initially handled and what might be a better course of action.	1.0	47772	11/30/2025
Winning the Expired Listing NEW 2023 Why listings expire > Niche Marketing > Micro Marketing > Seller emotions > Meeting the sellers > Winning the listing	1.0	45901	3/31/2025
Who, What, When, and Where of Marital Property & Divorce Details how divorce can affect the closing transaction.	1.0	47034	7/31/2025

Approved TREC Instructors	Email Address	Cell Phone	Area
David Hays	david.hays@fnti.com	817-300-1871	Dallas Metroplex
Stephen Parker	stephen.parker@fnti.com	817.657.2045	Dallas Metroplex
Rustin Khavari	rustin.khavari@fnti.com	214-797-5755	Dallas Metroplex
Ellen Wied	ellen.wied@fnti.com	512-222-0900	Austin
Seminar Coordinator			
April Roberts	april.roberts@fnti.com	903-440-1239	

Please read the following procedures in setting up a seminar.

Setting Up a Seminar for MCE Credit

- 1. Arrange date (30 days in advance) with one of the First National TREC instructors and <u>send an Outlook calendar</u> request to the instructor and April Roberts.
 - **a.** Include the following with your calendar request. **This information MUST be included to confirm the seminar.**
 - Date Time Complete location address
 - Course name Speaker for the event Title agent name & contact person info

PLEASE NOTE:

- A minimum of <u>10</u> attendees must be registered at least a week in advance to hold a seminar.
- No more than 4.0 hours of credit can be scheduled in a single day unless approved by the instructor prior to setting up the seminar.
- Verify that location has capabilities for connecting a laptop for Power Point presentation (if needed).
- 2. Email a copy of the advertising flyer to April for approval <u>prior</u> to distribution. Include the following information:
 - a. MCE Provider Name First National Title Insurance Company
 - When a provider offers a course that is hosted by another organization, the promotional material must show clearly that the approved MCE provider is offering the course.

- b. MCE Provider Number 9942
- c. MCE Course Title and Number
- d. The title agent clearly listed as the event sponsor.
- e. Any written advertisement that contains a fee charged by the provider shall display all fees for the course in the same place in the advertisement with the same degree of prominence.
- f. The sponsor of any meal provided must be listed on the flyer.
- g. If the title agent is providing a meal, this must be noted on the flyer with the meal cost included in addition to the course fee.
- 3. The course fee is \$10 per hour. Check payments should be made payable to "Homes For Our Troops."
- 4. Notify April of the number expected to attend one week in advance of the presentation.

IMPORTANT INFORMATION:

- The course may be canceled or rescheduled if the minimum number of 10 registered attendees is not met one week prior to presentation.
- ALL real estate agents attending the seminar must pay the course fee whether or not MCE credit is desired. TDI has stated that it is a violation of P-53 when some agents are allowed to attend a course granting continuing education credit without paying the course fee.
- A title company representative must attend the course presentation to ensure that the TREC Course Roster is signed and that the course fee for each person attending is collected.