



QUALIFYING REAL ESTATE COURSE APPROVAL FORM LAW OF AGENCY (30 hour course)

Provider Name _____

Title of Course _____

Name of Text or Workbook and Author _____

Length of Course
30 hours

Agency Concepts

Disclosure of Agency; relationship between principal & agent

- What is Agency? The License Act - Statute & Rules
- Why Study Agency
- Roles People Play in Agency Relationships - Client or Customer?
- Relationship between Principal & Agent

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

SUBTOTAL 125

Duties and Disclosures to Third Parties

Fiduciary & other duties of an agent

- Non-Fiduciary Duties
- General Duties of Honesty & Fairness
- Define Third Party/Obligations to Third Party/Duty to Respond
- Avoiding Disclosure and Misrepresentation Problems
- Section 5.008 of the Texas Property Code (Seller's Disclosure)
- Stigmatized Properties

SUBTOTAL 125

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	Suggested Length of Unit(min.)	On Page #	Included	Not Included	Comments
What is Agency? The License Act - Statute & Rules	40	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Why Study Agency	25	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Roles People Play in Agency Relationships - Client or Customer?	40	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Relationship between Principal & Agent	25	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
SUBTOTAL 130					
Agency Defined	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Authority of Agent	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Classifications of Agency	25	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Duty to Respond, Fiduciary Duties and Responsibilities	40	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Information About Brokerage Services - Disclosure of Representation	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
SUBTOTAL 125					
Non-Fiduciary Duties	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
General Duties of Honesty & Fairness	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Define Third Party/Obligations to Third Party/Duty to Respond	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Avoiding Disclosure and Misrepresentation Problems	30	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Section 5.008 of the Texas Property Code (Seller's Disclosure)	20	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Stigmatized Properties	15	_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
SUBTOTAL 125					

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Seller Agency

Disclosure of agency; listing or buying representation procedures

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	40	_____
Intermediary Brokerage	45	_____
Representation of More Than One Party in a Transaction	30	_____
Specialized Intermediary Applications Intentional versus	20	_____
Unintended Dual Representation	30	_____

SUBTOTAL 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 of agency

Disclosure Policy	20	_____
Understanding a Brokerage Company's Policy	25	_____

SUBTOTAL 45

FOR TREC USE ONLY			Included	Not Included	Comments
	Suggested Length of Unit(min.)	On Page #	<input type="checkbox"/>	<input type="checkbox"/>	
	40	_____	<input type="checkbox"/>	<input type="checkbox"/>	
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SUBTOTAL	120				
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	25	_____	<input type="checkbox"/>	<input type="checkbox"/>	
SUBTOTAL	45				

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Employment Issues

Employment law

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	25	_____
Federal and State Law Relating to Conduct	20	_____
TRELA and Rules of the Commission (Ethics)	40	_____
Professional Codes of Ethics	40	_____
Minimum Ethical Standards	30	_____

SUBTOTAL 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

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