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Online Relationship Management Tool Launches

Texas Real Estate Commission announces the launch of new online sponsorship management. Same tool allows brokers to designate sponsored licensees as "supervisors".

IMMEDIATE RELEASE
October 10, 2012

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The Texas Real Estate Commission is pleased to announce the launch of its new Relationship Management Tool (RMT) as part of its ongoing effort to enhance the capabilities of the agency's "My License Online Services". This new tool allows license holders to change their sponsorship relationships through a simple, online process.

Brokers and salespeople can now log into their "My License Online Services" account and send invitations to prospective sponsors or sponsorees with just a few clicks of a mouse. The tool allows a licensee to search all available license holders by name, region, and license number. Best of all, both brokers and sales people can initiate a request for sponsorship. Once accepted or refused, the tool notifies all affected parties by email.

As an added benefit, the same tool allows sponsoring brokers to delegate supervisory status online to any of their sponsored sales persons, which in turn will notify the Texas Real Estate Commission as to which of the broker's sponsorees are required to take the new Broker Responsibility course prior to their next license renewal. If a salesperson has been delegated supervisory status by their broker, it will be reflected on the salespersons "My License Online Services" account on the "Manage My Sponsorship" page.

One important exception concerns associated brokers. If a broker has associated with another broker, and the primary broker has delegated supervisory responsibility to that associate broker, this delegation must be reported to the agency on a form, since no "sponsorship" relationship exists. The broker with supervisory responsibility is clearly required to take the "Broker Responsibility Course" as mandatory continuing education. The form is on the "Miscellaneous Forms" page under the "Forms" tab on the website.

TREC has long been working on new ways to improve its services to license holders. Sponsorship requests make up a large volume of the paper work received and processed by the agency. By alleviating the need for licensees to wait on agency staff to process their change of sponsorship paper work, the RMT allows licensees to get back to the business of real estate quicker. "This is a huge benefit for our license holders and the consumer. Now no real estate transaction will be delayed because of sponsorship issues, and our license holders can take their sponsorship status into their own hands with ease" Administrator Douglas Oldmixon said about the new relationship management tool.

To utilize this tool as well as all of TREC's online services, please go to www.trec.texas.gov and click on the "My License Online Services" button at the top of the home page.