

APRIL 2025



Texas Ally  
real estate group

*In The Loop*



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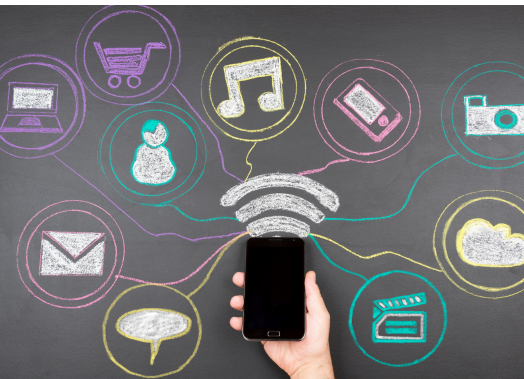
### Referral program

#### Know how it works?

Refer a colleague to join Texas Ally, and you'll receive \$200 once they've been with us for a full month!

We're proud of the service we provide, and we believe our agents are the best ambassadors for our company. Just make sure to let us know when you refer someone—or have your colleague mention your name when we first connect—so we can properly thank you!

### Strengthen Your Online Presence with Your Agent Profile



Your Texas Ally web profile is a great tool to help clients find and connect with you—make sure you've created yours or take a moment to update it with your latest info (including social media handles)!

[Click here to create or update your profile.](#)

By adding your social media, we can tag you in posts, celebrate your wins, and help build visibility across platforms. And when you tag us back, it creates more movement between profiles, expands reach, and strengthens the Texas Ally network online.

Let's keep the momentum going—your next client could be one post away!

## NEW FACEBOOK GROUP FOR OUR SOUTH TEXAS AGENTS!

We're excited to launch a private Facebook group just for our South Texas Texas Ally agents! This space is designed to help you:

- Connect with fellow agents in your region
- Ask questions and share tips
- Exchange local resources and vendor info
- Support each other and celebrate wins

Whether you're looking for quick advice or want to network with others in your area, this group is the perfect place to stay connected.

Click here to join!

If you would like to be a FB ambassador for your region, please reachout and let us know!

## IMPORTANT UPDATES

### NEW IABS FORM REQUIRED

JTREC has released an updated Information About Brokerage Services (IABS) form with clearer wording and reorganized sections to better explain the broker-client relationship. This update improves consumer understanding and replaces the previous 2015 version. Be sure to update your templates and replace any outdated links or files you may still be using.

**Information About Brokerage Services**  
Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, sellers, tenants, and landlords.

**TYPES OF REAL ESTATE LICENSE HOLDERS:**

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SUCCESS AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

**A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A broker is the person or party that the broker represents):**

- Put the interests of the client above all others, including the broker's own interests.
- Inform the client of any material information about the property or transaction received by the broker.
- Answer the client's questions and present any offer to or counter-offer from the client, and
- Treat all parties to a real estate transaction honestly and fairly.

**A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:**

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subject to the agent or subject to the agent or subject to the agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, employ a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing by the party, disclose:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required by law to do so.

**AS SUBAGENT:** A license holder acts as a subagent when selling a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

**TO AVOID CONFLICT, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:**

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Control Broker (Broker/Owner/Agent or Other Licensed Business Name or Firm)	License No.:	Email:	Phone:
Designated Broker of Firm:	License No.:	Email:	Phone:
Licensed Supervisor of Sales Agent/Associate:	License No.:	Email:	Phone:
Sales Agent/Associate's Name:	License No.:	Email:	Phone:

Buyer/Tenant/Seller/Landlord Initials \_\_\_\_\_ Date \_\_\_\_\_

Regulated by the Texas Real Estate Commission Information available at: [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-2

**NOTICE OF BUYER'S TERMINATION OF CONTRACT**  
CONCERNING THE CONTRACT FOR THE SALE OF THE PROPERTY AT \_\_\_\_\_

(Insert Address and City)

BETWEEN THE UNDERSIGNED BUYER AND \_\_\_\_\_ (SELLER)

Buyer notifies Seller that the contract is terminated pursuant to the following:

- (1) The unrestricted right of Buyer to terminate the contract under Paragraph 5 of the contract.
- (2) Buyer cannot obtain Buyer Approval in accordance with the Third Party Financing Addendum to the contract. Buyer has delivered to Seller lender's written statement setting forth the reason(s) for lender's determination.
- (3) The Property does not satisfy Property Approval in accordance with the Third Party Financing Addendum to the contract. Buyer has delivered to Seller lender's written statement setting forth the reason(s) for lender's determination.
- (4) Buyer elects to terminate under Paragraph A of the Addendum for Property Subject to Mandatory Membership in a Property Owners Association.
- (5) Buyer elects to terminate under Paragraph (3) of the Addendum Concerning Right to Terminate Due to Lender's Approval. Buyer has delivered a copy of the Approval to Seller.
- (6) Buyer elects to terminate under Paragraph 6.D. of the contract (E.C. for Residential Condominium Contract) because timely objections were not cured by the end of the Cure Period.
- (7) Other (identify the paragraph number of contract or the addendum): \_\_\_\_\_

NOTE: This notice is not an election of remedies. Release of the earnest money is governed by the contract.

CONSULT AN ATTORNEY BEFORE SIGNING; TREC rules prohibit real estate license holders from giving legal advice. READ THIS FORM CAREFULLY.

Buyer \_\_\_\_\_ Date \_\_\_\_\_ Buyer \_\_\_\_\_ Date \_\_\_\_\_

This form has been approved by the Texas Real Estate Commission for use with similarly approved or approved addendums. For a complete list of approved addendums, visit [www.trec.texas.gov](http://www.trec.texas.gov). This form is intended for use only by licensed real estate broker license holders. No representation is made as to the legal validity or enforceability of any provision in any specific transaction. It is not suitable for contracts involving Texas Real Estate Commission Form No. 20, No. 12886, Austin, TX 78717-2188, (512) 930-3000. Only changes to the original TREC No. 20-8 form are indicated. TREC No. 20-8

TREC No. 20-8

### TERMINATION NOTICE CHANGE

Under the updated Third Party Financing Addendum, if a buyer terminates a contract due to financing issues, they are now required to provide the seller with a letter from their lender stating the reason they were unable to obtain financing. This change is now a key part of the termination process.

You can find both updated forms in the Agent Portal. Please make sure you're using the correct versions in your transactions. If you have any questions or need help locating or updating the forms, feel free to reach out—we're here to help!



## Your feedback is invaluable to us!

We've put together a short survey to help us better understand your experience and how we can continue improving.

It only takes a few minutes, and your insights will help shape future initiatives! Click the link on the left to share your thoughts.

Thank you for being a part of Texas Ally—we appreciate you!

## BITRIX24 IMPROVEMENTS & MORE LEADS COMING YOUR WAY!

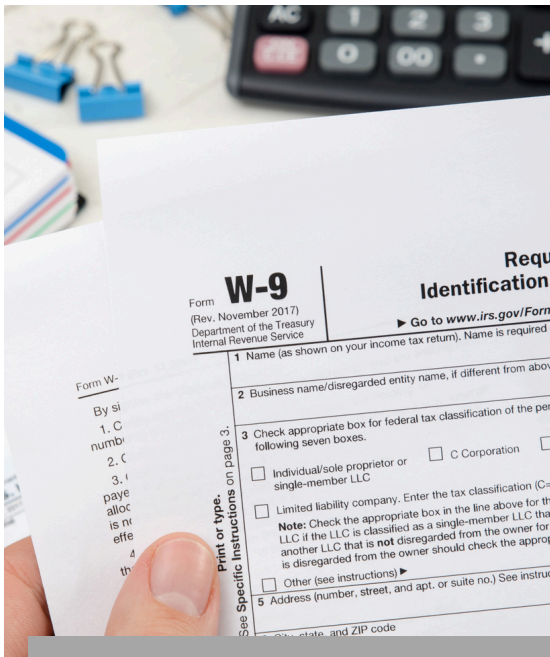
We're actively working on improving Bitrix24 to bring in more leads—and better-quality ones too!

Now's a great time to stay engaged: Claim leads as they come in and don't forget to keep them updated with comments. This helps us follow up, track progress, and make sure no opportunity slips through the cracks.

Need help or a quick refresher on how to work your leads in B24? Just reach out—we're happy to help!



## W-9 REMINDERS



- To request a W-9:  
Log in to the Agent Portal on the Texas Ally website and complete the W-9 request form.
- Once you receive your signed W-9:  
Be sure to upload it to BrokerSumo for proper recordkeeping.
- Important:  
The W-9 is sent only to the email or address listed on the form, so if someone else (like a TC or client) needs it, you'll need to share it with them directly.

We're excited to give a big Texas Ally welcome to all the amazing agents who joined us during February and March! We're thrilled to have you on board and can't wait to see what you accomplish. Whether you're brand new or just new to the team, know that we're here to support you every step of the way.

Welcome aboard—we're so glad you're here!

**WELCOME  
TO OUR TEAM**

**Anna Tao - DFW**  
**Joanne Zamora - Corpus Christi**  
**John Pham - Houston**  
**Kevin Dunn - Austin**  
**Patrick Schulte - Houston**  
**Kristine Ga-as - Corpus Christi**  
**Cortney Arenstein - Houston**  
**Yolanda Salinas - Austin**  
**Amanda Salter - Temple-Belton**  
**Kathleen Horne - Austin**  
**Jonathan Benodin - Houston**  
**Sierra Barnard - Corpus Christi**

**HAPPY  
Easter**

**Happy Easter  
from the Texas Ally Team!**

***Wishing you a joyful season filled with fresh starts, bright moments, and time well spent with those who matter most.***

***We're grateful to have you on our team—here's to a wonderful spring ahead!***

