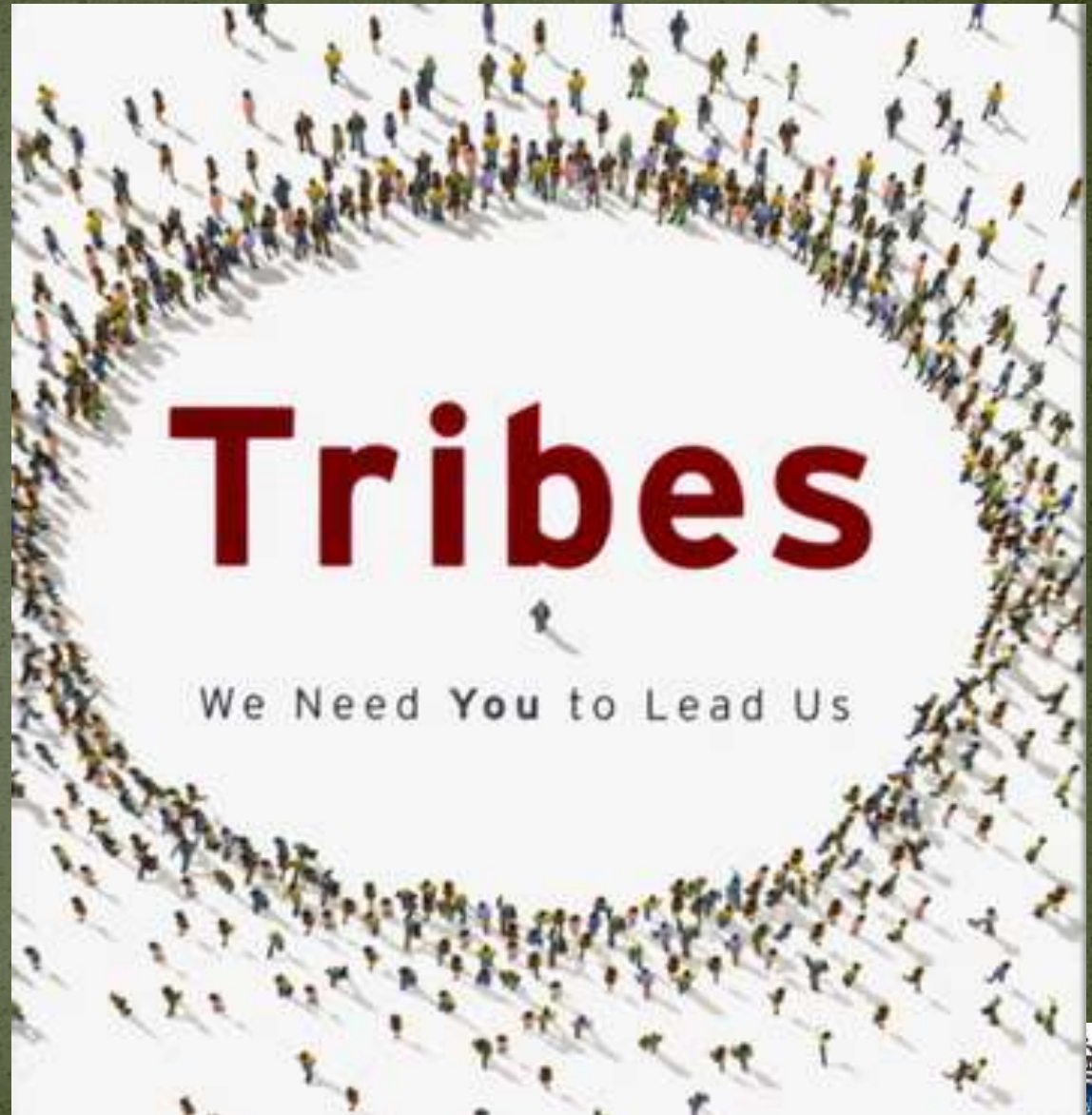


MODULE XII: REALTOR TRIBE

Being a
REALTOR is
way more
than just the
dues you
pay...

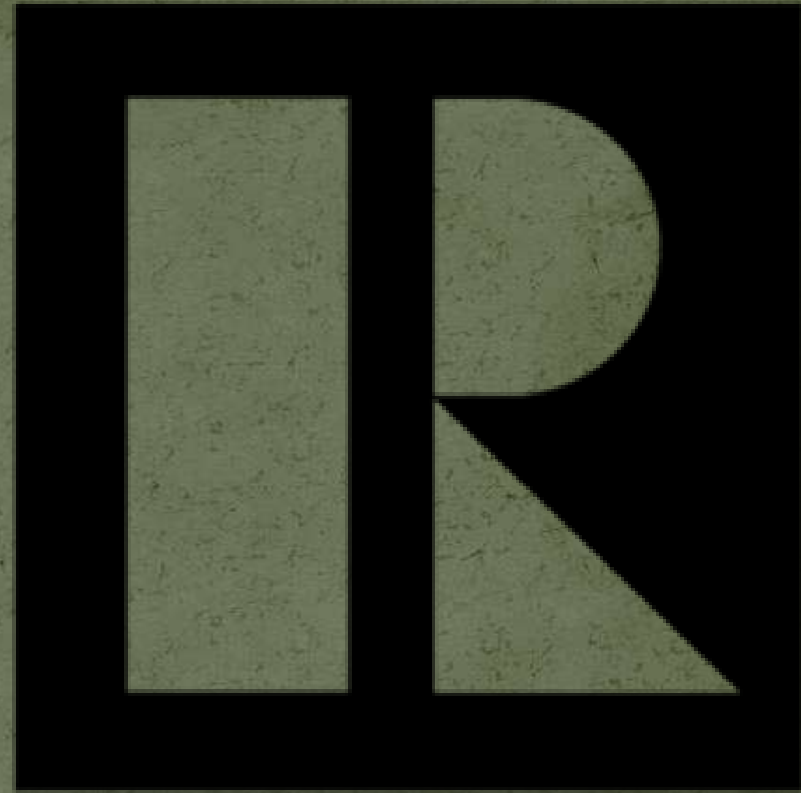


MODULE XII: REALTOR TRIBE

CODE of ETHICS

Article 1

Protect and
Promote Your
Client's Interests,
But be Honest
with All Parties



REALTOR®



MODULE XII: REALTOR TRIBE

CODE of ETHICS

Article 2

Avoid Exaggeration,
Misrepresentation, and
Concealment of Pertinent
Facts. Do Not Reveal
Facts that are
Confidential Under the
Scope of Your Agency
Relationship



MODULE XII: REALTOR TRIBE

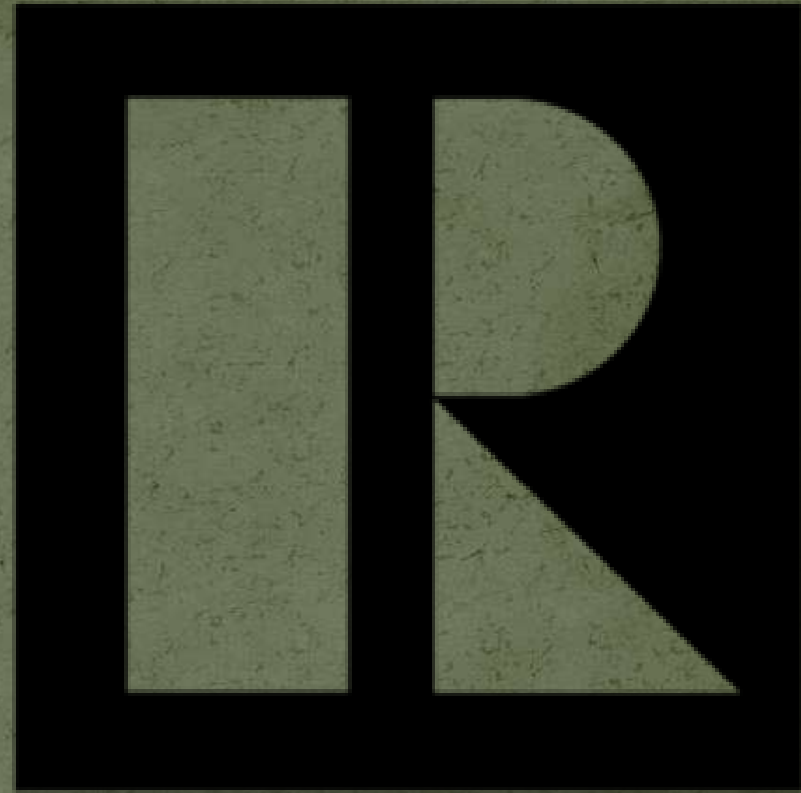
CODE of ETHICS

Article 3

Cooperate with Other
Real Estate Professionals
to Advance Client's Best
Interests

Article 4

When Buying or Selling,
Make Your Position in
the Transaction or
Interest Known



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MODULE XII: REALTOR TRIBE

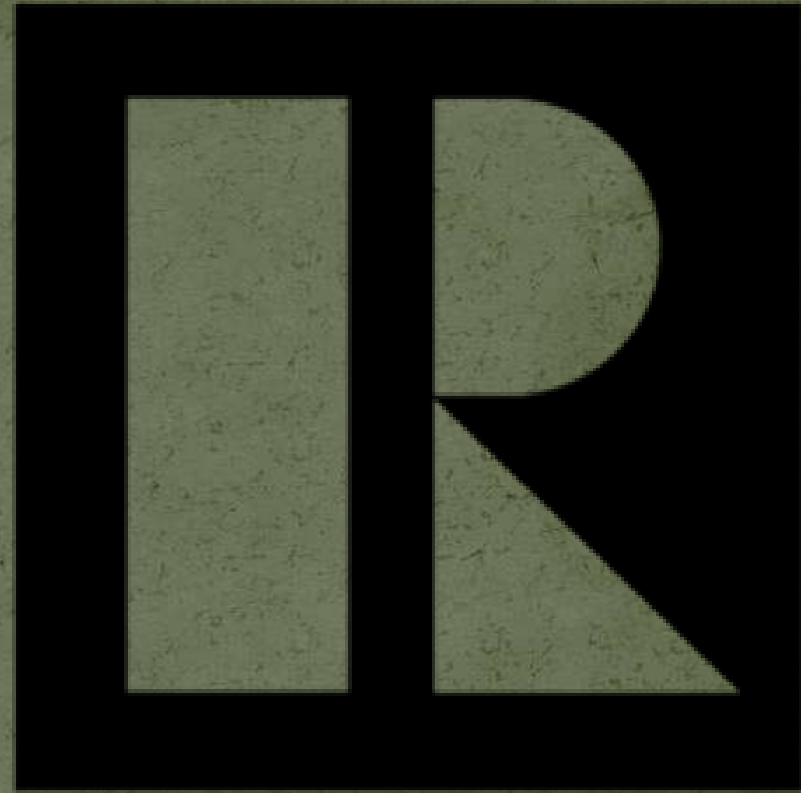
CODE of ETHICS

Article 5

Disclose Present or
Contemplated Interest in
Any Property to All
Parties

Article 6

Avoid Side Deals
without Client's
Informed Consent



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MODULE XII: REALTOR TRIBE

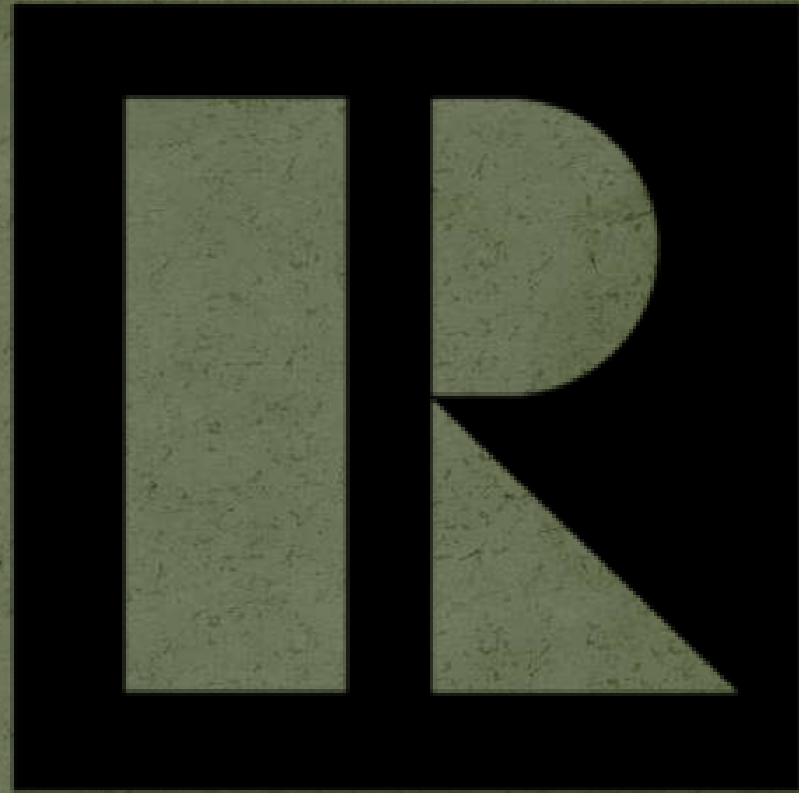
CODE of ETHICS

Article 7

Accept Compensation
from Only One Party,
Except with Full
Disclosure and Informed
Consent

Article 8

Keep the Funds of Clients
and Customers in Escrow



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MODULE XII: REALTOR TRIBE

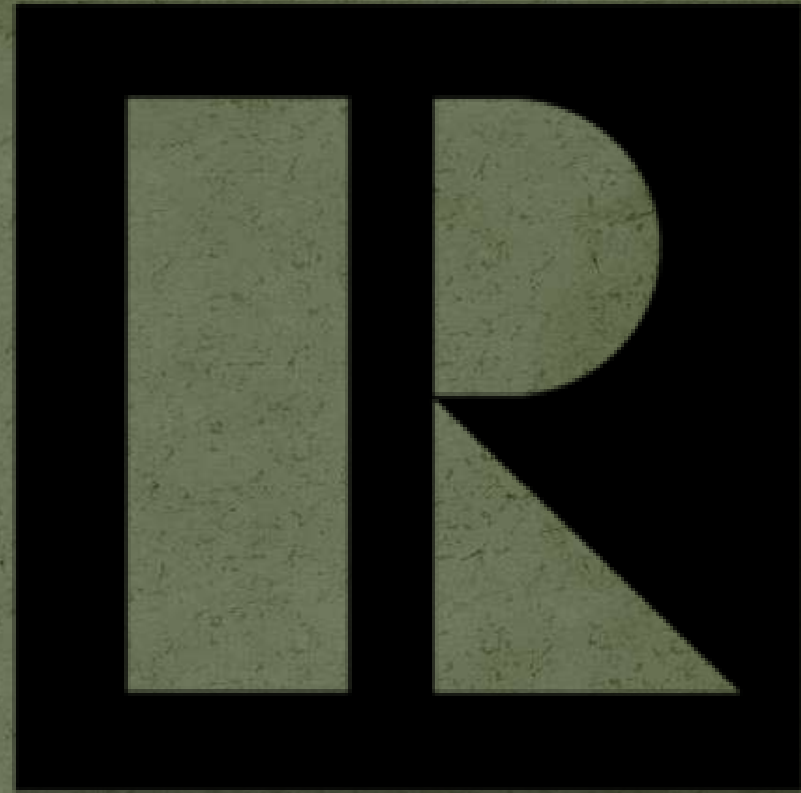
CODE of ETHICS

Article 9

Assure, Whenever
Possible, that
Transactional Details are
in Writing

Article 10

Provide Equal Service to
All Clients and
Customers



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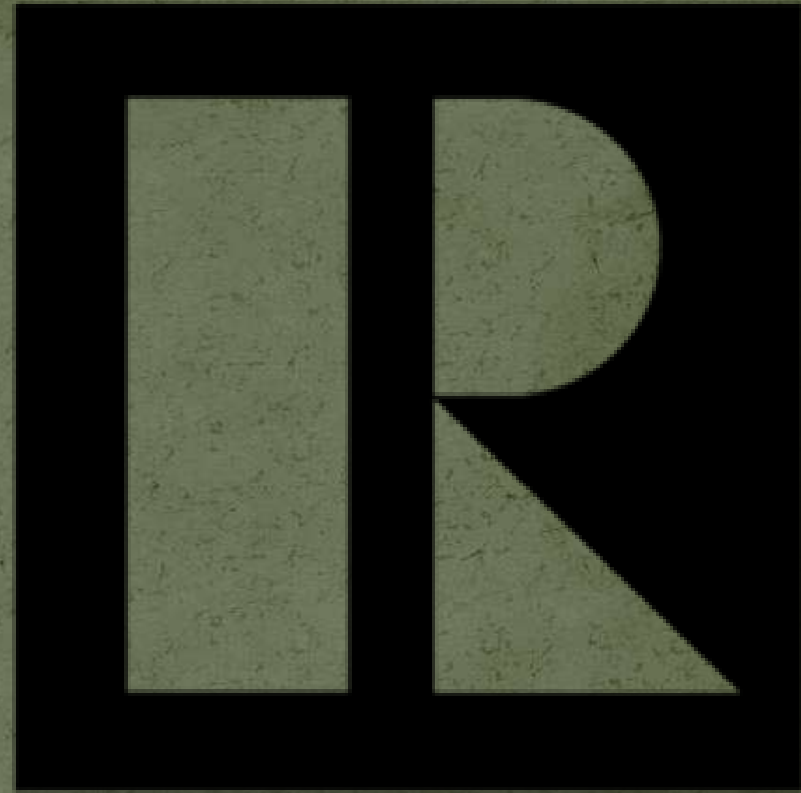
MODULE XII: REALTOR TRIBE

CODE of ETHICS

Article 11

Be Knowledgeable and
Competent in the Fields
of Practice in Which You
Ordinarily Engage.

Obtain Assistance or
Disclose Lack of
Experience if Necessary



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MODULE XII: REALTOR TRIBE

CODE of ETHICS

Article 12

Present a True Picture in
Your Advertising and
Other Public
Representations

Article 13

Do Not Engage in the
Unauthorized Practice of
Law



MODULE XII: REALTOR TRIBE

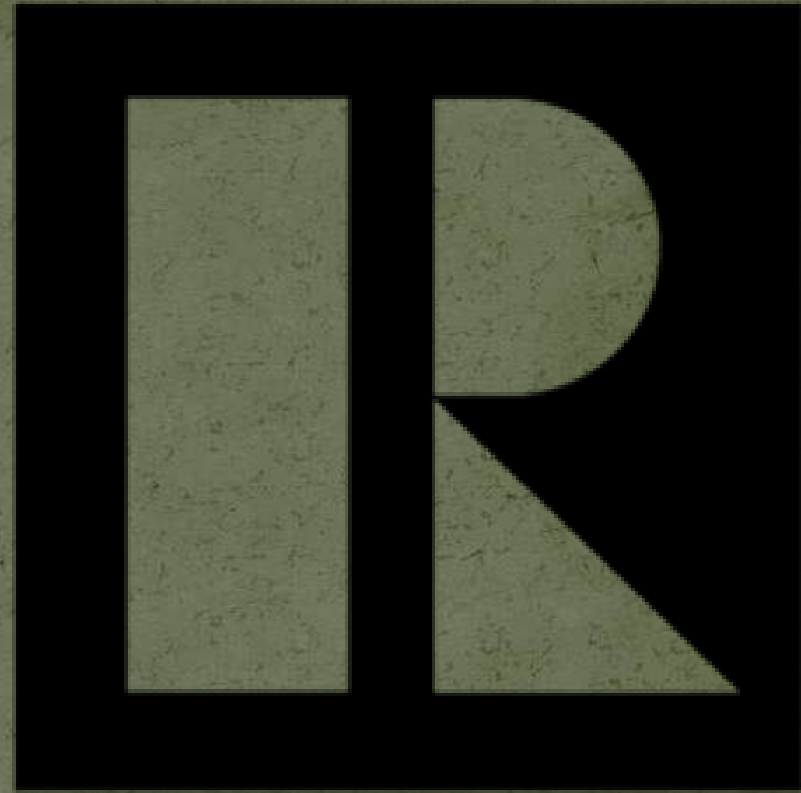
CODE of ETHICS

Article 14

Be a Willing Participant
in Code Enforcement
Procedures

Article 15

Ensure that Your
Comments about Other
Real Estate Professionals
are Truthful, and Not
Misleading



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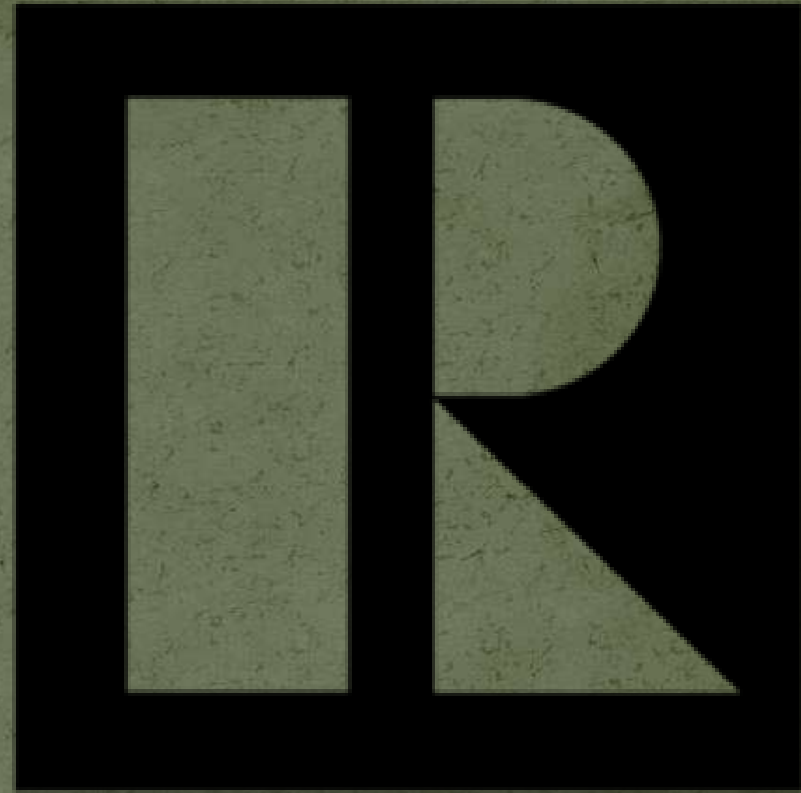


MODULE XII: REALTOR TRIBE

CODE of ETHICS

Article 16

Respect the Exclusive
Representation or
Exclusive Brokerage
Relationship Agreements
that Other Realtors®
have with their Clients



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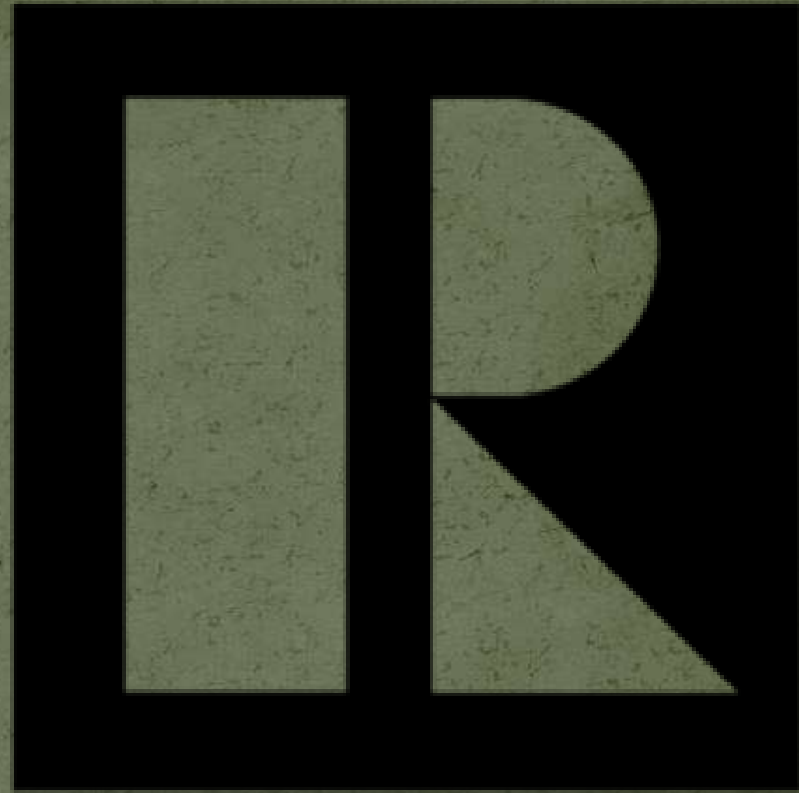


MODULE XII: REALTOR TRIBE

CODE of ETHICS

Article 17

Arbitrate and Mediate
Contractual and Specific
Non-Contractual
Disputes with Other
Realtors® and with Your
Clients



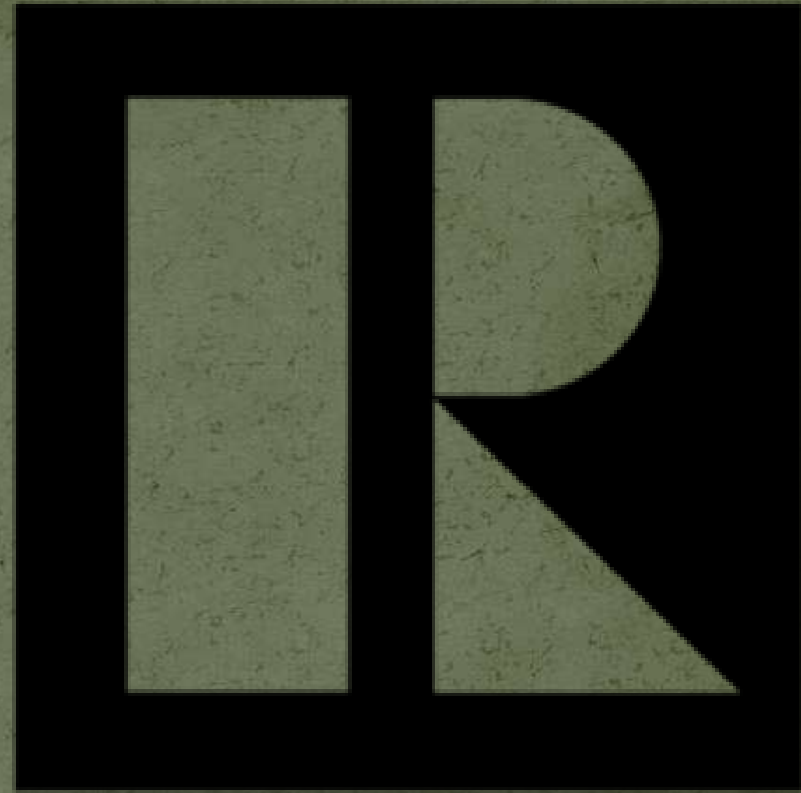
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MODULE XII: REALTOR TRIBE

Advocacy
Networking
Education

Resources
Introduce Yourself
Snotty Veterans
Competition vs.
Co-opetition



REALTOR®





COACHING IS KEY!



Accountability makes the
difference between
good & GREAT!