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| Slide 1 |  |  |
| Slide 2 |  | Read Slide and note that there are 17 articles, but also many articles have Standards of Practice, which support and further explain the duties under the Code of Ethics. |
| Slide 3 |  | Read Slide – Today we’re going to look at the articles that have been updated in 2018 and 2019 – specifically Article 1, which falls under the Duties to Clients and Customers section, and Article 12, which falls under the Duties to the Public section. |
| Slide 4 |  | The preamble provides the context for the Code of Ethics. On the screen is an excerpt from the Preamble. Essentially, the Preamble is talking about the Golden Rule: Do unto others, as others as you would have them do unto you. |
| Slide 5 |  | Read slide |
| Slide 6 |  | Article 1 to the Code of Ethics reads: When representing a buyer, seller, landlord, tenant, or other client as an agent, Realtors® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve Realtors® of their obligation to treat all parties honestly. When serving a buyer, seller, landlord, tenant or other party in a non-agency capacity, REALTORS® remain obligated to treat all parties honestly.  Under Article 1, you must [READ SLIDE] |
| Slide 7 |  | This is the 2019 Update to the Code of Ethics – the underlined section is red and creates a new requirement for agents. When requested in writing, the listing broker must provide a response in writing stating that the offer has been submitted to the seller/landlord OR that the seller/landlord has waived the obligation to have the offer presented. Note: the response must be in writing. |
| Slide 8 |  |  |
| Slide 9 |  | Article 12 and its accompanying Standards of Practice look at advertising. REALTORS® must be honest and truthful in their advertisements and ensure that their status as real estate professionals is readily apparent. Under the Standards of Practice, they must:   * Not offer property for sale without authority * Must include name of REALTOR®’s firm in reasonable and readily apparent manner * Disclose ownership interest * Present a true picture and keep information on website current * Websites must have: Firm’s name, and state(s) of Licensure |
| Slide 10 |  | This Standard of Practice was updated in 2018. The red cross out indicates the words that were deleted, and the red underline indicate the words that were added to this Standard of Practice. READ SLIDE (do not read crossed out words). |
| Slide 11 |  |  |