



NATIONAL REAL ESTATE
ETHICS DAY[®]
#NationalEthicsDay

REALTORS[®]
RELIEF
FOUNDATION

Understanding the Code of Ethics and its requirements makes us better REALTOR[®]. This course will walk REALTORS[®] through the articles of the Code with emphasis on the most misunderstood and/or are most violated. Includes all of the new changes to the 2022 Code of Ethics and Standards of Practice of the National Association of REALTORS[®]. Bringing the very best presentation to our buyer and seller clients is our number one goal and following the Code can help you do that. This course provides REALTORS[®] with a reliable reference for guidance in dealing with complex situations in today's day to day practice of real estate.

Upon completion of the Code of Ethics Orientation class, you will be able to:

1. Briefly describe the history of the Code of Ethics as it relates to its origins, its influence on state licensing laws and its establishment of arbitration as the monetary dispute resolution process between REALTORS[®].
2. Identify concepts in the Preamble to the Code of Ethics, including concepts such as the wide distribution of land ownership, highest and best use of the land, principles of competency, fairness and high integrity and the concept of adherence to the Code regardless of an inducement of profit and/or an instruction from clients to the contrary.
3. Identify the Golden Rule as one of the foundations upon which the Code of Ethics is built.
4. List the major categories of Articles in the Code (Duties to Clients and Customers, Duties to the Public and Duties to REALTORS[®]).
5. Describe the structure of the Code and its supporting materials (Articles, Standards of Practice and Case Interpretations).
6. List Articles of the Code which are commonly the subject of complaints.
7. Describe the concepts of these commonly cited Articles of the Code, including Articles 1, 2, 9, 12, and 16.
8. Explains Standard of Practice 10-5 in a way that makes folks understand it's about improvement, not about purge.
9. Given case studies, fact scenarios or similar interactive learning methods, identify possible violations of the Code of Ethics, specifically related to the commonly cited Articles.
10. Describe the professional standards enforcement process of the association, including the distinction between an ethics complaint and an arbitration request, and the differences between the Grievance Committee and the Professional Standards Committee.

LEIGH BROWN



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Certified Professional Speaker™ (CSP®) international keynote speaker who happens to be hilarious in an almost-inappropriate-but-still-family-friendly way. Leigh uses her decades of experience as the go-to expert for REALTORS® to help any organization get on track with goal setting and achievement. She knows the secret to solid relationships with clients to ensure that they keep coming back again and again. She talks fast, and every word of it is gold. Leigh's messages are bold, powerful, and full of a contagious energy that breaks through barriers and skyrockets your organization towards success.

A wife. A mama. Runner, singer and pianist, who enjoys cooking, gardening and needlepoint (yes, I'm an old Southern woman). A child of God and a follower of Jesus. Trying to get life right, one mistake at a time.

"This is my gift to my profession, no fee goes directly to me — after we pay for the overhead for the event, we make a giant gift to the REALTORS® Relief Foundation.

National Real Estate Ethics Day® 2018, was a tremendous success — across the country, REALTORS® were promoting the Code of Ethics. In one day, over \$40,000 was raised for the REALTORS® Relief Foundation, and over 7000 REALTORS® responded to the call for action. We have raised an additional \$100,000+ for the REALTORS® Relief Foundation from 2019, 2020 and 2021!! It's proof that REALTORS® find a way to come together when we need them. We're going to get the hashtag trending again #NationalEthicsDay and get our REALTOR® members talking about what it means to be bound by the Code of Ethics. Not just talking about it like words on paper."

~ Leigh Brown

ETHICS PANEL



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The National Real Estate Ethics Day[®] Ethics Panel of Advisors will be available during the LIVE presentation to provide advice, feedback, and/or assistance that will positively impact the participant's knowledge of the REALTOR[®] Code of Ethics.

Like the page and post your questions as a comment under the "QUESTIONS HERE POST".

* *If you would like to keep your concern confidential, please utilize Facebook messenger.*

www.facebook.com/NationalCodeofEthicsDay



Amanda Creel

Chief Executive Officer,
Birmingham Association
of REALTORS[®]



Kaéra Mims

ABR, ePRO, GRI, MRP,
C2EX, 2019 VPAR
REALTOR[®] of the Year



Jill Christy

R.E.N.E. REALTOR[®],
Greater Chattanooga
Association of
REALTORS[®]



Karen Randolph

2019 President,
Northeast Tennessee
Association of
REALTORS[®]



Shelly Duncan

2017 President,
Wyoming Association
of REALTORS[®]



Stephanie White

CEO of the Mobile
Area Association of
REALTORS[®]



Carol C. Seal

Chief Executive Officer,
Greater Chattanooga
REALTORS[®]

*Learn more about your National Real Estate
Ethics Day[®] Ethics Panel of Advisors:*

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R
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