



## NATIONAL REAL ESTATE **ETHICS DAY**<sup>®</sup> #NationalEthicsDay

Understanding the Code of Ethics and its requirements makes us better REALTOR<sup>®</sup>. This course will walk REALTORS<sup>®</sup> through the articles of the Code with emphasis on the most misunderstood and/or are most violated. Includes all of the latest changes to the Code of Ethics and Standards of Practice of the National Association of REALTORS<sup>®</sup>. 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<sup>®</sup> 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<sup>®</sup>.
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<sup>®</sup>).
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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Leigh Brown is a dynamic and influential figure in the real estate industry, with a passion for equipping real estate agents with a better understanding of ethical principles and how to apply them in their day-to-day work.

Since 2012, Leigh has served her profession as a volunteer on the local, state, and national levels. She is currently serving as President of NC REALTORS®, a board member of the North Carolina Housing Finance Agency, and Chair of Habitat for Humanity Cabarrus County. Leigh's commitment to the real estate industry extends beyond her professional pursuits, and she continues to support the mission of the REALTORS® Relief Foundation, through her signature National Real Estate Ethics Day® event.

Leigh's dedication to make the real estate profession better as a whole are at the heart of everything she does. Whether she is delivering a keynote speech, leading a training session, or working with clients, Leigh always strives to ensure that ethical principles are at the forefront of her work. Her unique perspective, engaging personality, and unwavering commitment to excellence make her a powerful force for positive change in the real estate industry.

*"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. Since then we have raised an additional \$100,000+ for the REALTORS® Relief Foundation! 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<sup>®</sup> 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<sup>®</sup> 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](http://www.facebook.com/NationalCodeofEthicsDay)

## FREE RESOURCES

Congratulations! You are on your way to being a more ethical REALTOR<sup>®</sup> and making our profession better. Please use these resources to show exactly Who REALTORS<sup>®</sup> Are!

[Nationalethicsday.com/participant-resource-downloads/](http://Nationalethicsday.com/participant-resource-downloads/)



# REALTORS® RELIEF FOUNDATION



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The REALTORS® Relief Foundation welcomes contributions—not only in times of disaster, but at any time throughout the year—and 100% of all funds collected go to disaster relief causes.

[https://www.nar.realtor/about-nar/grants-and-funding/  
realtors-relief-foundation/donate-today](https://www.nar.realtor/about-nar/grants-and-funding/realtors-relief-foundation/donate-today)

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**Text TEAMRRF to 71777**

Msg & data rates may apply.