

## **The Code of Ethics – “Demystified!”**

*By Greg Haas*

### **A. Duties to Clients/Customers (Articles 1-9)**

Article 1. Fiduciary Duties, Agency – put your client first!

Article 2. Disclosure Issues – exaggeration, misrepresentation, concealment

Article 3. Cooperation and Compensation – REALTORS<sup>®</sup> shall not misrepresent the availability to show.

Article 4. Self Dealing – disclose you are licensed.

Article 5. Self Dealing – prior to rendering an opinion of value or other service, inform seller of your interest to purchase.

Article 6. Self Dealing – no secret profit.

Article 7. Dual Compensation – disclose to all, client consent.

Article 8. Trust Account Records.

Article 9. Clear Written Documentation – give a copy at signing.

### **B. Duties to the Public (Article 10 –14)**

Article 10. Fair Housing – provide equal professional services and information.

Article 11. Professional Competency – meet the standard of care for each specialization you provide service.

Article 12. Truth in Advertising, including Internet – true and accurate picture

Article 13. Unauthorized Practice of Law – just don’t do it!

Article 14. Duty to Cooperate with Professional Standards.

### **C. Duties to other REALTORS<sup>®</sup> (Articles 15 – 17)**

Article 15. Disparaging Competitors – false or misleading statements.

Article 16. Interference in Agency/Client Relationship of another REALTOR<sup>®</sup>.

Article 17. Duty to Arbitrate Commission Disputes.

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