

# Cracking the Code: A Deep Dive into the REALTOR® Code of Ethics

## **Course Description**

If you have ever shaken your head after a transaction closed and wondered what happened, perhaps your answer lies in an unintended violation of one or more of the Articles of the REALTOR® Code of Ethics. During this highly interactive course, students receive in-depth information on the essential elements of the Code through comprehensive scenario studies. Gain comprehensive knowledge of the different agency responsibilities and the ethics related to your representation role. Participants will discuss ethical questions and apply the concepts they have learned to real live scenarios. The focus of the program is focusing on making the real estate licensee more professional and competent in their dealings with the general public.

## **Type of learning methodologies used to engage the audience:**

- Group Exercises – Case study
- Role Play (on a selective basis)
- Interactive questioning
- Power Point Presentation
- Humor
- Demonstration

## **Session Objectives – Upon completion of the course, the participant will be able to:**

- Summarize and demonstrate their understanding of the Code of Ethics as we put our knowledge to the test.
- Explain how the Code of Ethics has become a major issue in real estate.
- Define and apply the basics each real estate licensee should know and live by.