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Ethics

Title companies and Realtors are committed to serving their shared client's, working to facilitate at the utmost professionalism. Both industries strive to keep ethics at the forefront of their businesses. Here's a look at ethics and an overview of what the Realtor Code of Ethics requires of its members. Class will include participation and stories of real situations.

Course Outline

Introduction: Importance, raising the bar, and where is your attention when it comes to ethics.

- Rating your personal ethics
- Rating your colleague's ethics

Interaction of situational ethics examples:

- Everyday ethical decisions
- Professional ethics decisions

Ethics and human behavior

- Solomon Asch Study
 - Elevator experiment
 - Conformity bias

- Examples of Realtor conformity

History timeline of the Realtor Code of Ethics

- Why is this important to the title industry
- Does not apply to Licensee that are not members

Sections of the Realtor Code of Ethics

- Duties to Clients & Customers
- Duties to Public
- Duties to Realtors

Articles of the Realtor Code of Ethics

Article 1 Protect & Promote interest of the client

- Seller's approval to disclose offers

Article 2 Disclosure and misrepresentation

- Sellers: sewer lines, suicide
- Buyer's writing multiple offers at the same time (buying ability)

Article 10 Discrimination

- Fair Housing -Sellers want to sell to good family
- Story of seller telling they are moving due to neighbors
- 10.5 hate speech in regard to protected class

Article 11 Competence

- Knowledgeable about area, type of property, access to necessary data
- Complaints –Flathead lake, Superfund site Butte

Article 12 Truth in Advertising

- Present a true picture in advertising—misleading images

Article 15 Keep comments truthful and not misleading

- Judgements of other colleagues
 - Video on judgements

Article 16 Respect

- Do not take any action inconsistent with the exclusive relationship that others have with their clients

Article 17 Required to arbitrate

Questions & Summary