

NATIONAL ASSOCIATION OF REALTORS®
Code of Ethics Video Series

Articles 2 & 3
Discussion Questions

Under your state's real estate regulations, what are examples of "pertinent facts" that require disclosure? (Article 2 and Standard of Practice 2-1)

Discuss how cooperating with other brokers and licensees helps advance the interests of your clients. When might cooperation not be in your client's best interest? (Article 3)

How does your firm offer to compensate for cooperative services? Through the MLS? Are there other ways? (Standard of Practice 3-1)

How does your firm communicate changes in compensation offered for cooperative services?

How and when do you disclose:

- dual or variable commission arrangements (Standard of Practice 3-4)
- the existence of accepted offers (Standard of Practice 3-6)

1/15/08