

NATIONAL ASSOCIATION OF REALTORS®
Code of Ethics Video Series

Article 12
Discussion Questions

Review and discuss the changes to Article 12, along with the two new Standards of Practice that became effective in January 2008. (Found in the video Support Materials).

What does Article 12's "true picture" requirement mean to you and your firm?
How do you comply?

When advertising, how does your firm explain the terms and conditions for inducements (prizes, premiums, and discounts) to list, sell, or lease property?
(Standard of Practice 12-3)

Is your firm name always displayed when advertising the firm's listed properties?
(Standard of Practice 12-5)

Who can claim to have "sold" a property? (Standard of Practice 12-7)

Discuss how Standards of Practice 12-8 through 12-13 relate to websites and the Internet.

2/25/08