

NATIONAL ASSOCIATION OF REALTORS®
Code of Ethics Video Series

Article 16 Part 2
Discussion Questions

If you are contacted by the client of another REALTOR® and you did not initiate the discussion, what are you permitted to discuss? Under what conditions may you enter into an exclusive relationship with another REALTOR®'s client? (Standard of Practice 16-6)

What steps do you take to determine if a prospect is already subject to a current, valid, exclusive agreement? (Standard of Practice 16-9)

When acting as a buyer representative, when and how is that relationship disclosed to a seller or seller's representative? When and how must a relationship with a seller-client be disclosed to a buyer? (Standards of Practice 16-10, 16-11 and 16-12)

Why is it inappropriate to use the terms of a purchase offer to try to modify a listing broker's compensation offer? (Standard of Practice 16-16)

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