

Isn't it frustrating to have another broker show your listing and not follow common courtesies? What about brokers who set showings and then don't show up for the showing and don't call to cancel? How many other irritating things happen to us in the course of conducting our business? Unfortunately these are not and can not be covered under the Code of Ethics. These events relate more to common courtesy among ourselves.

While the Code of Ethics establishes objective, enforceable, ethical standards relating to the conduct of REALTORS, it does not address issues of COURTESY and ETIQUETTE. In response to this problem our National Association of Realtors has created a list of suggested professional courtesies. That document is called PATHWAYS TO PROFESSIONALISM. It deals with professional concerns not covered in the code. The link is easily found back on the Professional Standards homepage of the TAR website where this document can be printed for you to read and save for your records.

I think this is a document that should be shared with everyone in your office. Talk about it, discuss it, and post it on your bulletin board. Could this be a topic for your next sales meeting?

If you have any ethical questions you can contact Steve at stazels@msn.com

