

Ethics and Business Practice

Real estate is a business built on trust. Working ethically is essentially building a solid relationship with your clients, employer and peers. Build your real estate industry career/business, by building your reputation for high ethical business standards.

How You Will Benefit

- Secure a reputation as a real estate professional who maintains strict ethical business standards
- Improve your bottom line and receive recognition from your employer/broker.
- Solidify your reputation for client satisfaction and confidence.

"I would recommend this course to others in the real estate industry so they can be inspired. The teacher was fantastic and the materials are in depth." - Greg Irwin, REIC Candidate Member

Ethics and Business Practice covers:

Importance of Ethical Business Practice

- Concept of moral reasoning
- Business ethics
- The ethics check
- Fundamental ethical values

Developing Ethical Values

- Imperatives for human conduct
- Intervention scenario
- Ethics puzzle

Ethical Decision Making

- Steps to ethical decision making
- Ethics pyramid
- Why ethical problems arise
- Grey areas in ethics
- Definition of success
- Review of industry and association codes



Credit from this course may be applied towards an REIC designation program.

DATE:

LOCATION: BREB, Suite 401, 60 Gillingham Drive, Brampton, ON L6X 0Z9

HOURS:

