

Ice-Breaker Exercise

1.	Make only truthful and objective statements.	
2.	Avoid the unauthorized practice of law.	
3.	Participate in professional standards enforcement.	
4.	Keep client funds in separate escrow accounts.	
5.	Receive compensation from one party only with informed consent.	
6.	Respect exclusive relationships.	
7.	Cooperate with other brokers.	
8.	Disclose present or contemplated interests in property.	
9.	Treat all parties honestly.	
10.	Arbitrate contractual disputes.	
11.	Avoid using epithets or slurs against protected classes.	
12.	Make your “true position” known when presenting offers.	
13.	Be competent in your field of practice.	
14.	Get transactional details in writing.	
15.	Disclose pertinent facts.	
16.	Disclose financial benefits from recommending products/services.	
17.	Paint a true picture in advertising.	