

Ethics in 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



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

Ethics in 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

Date: November 14-16, 2016

Instructor: Mary Jones

Location: RAHB 505 York Blvd., Hamilton, ON



Real Estate Institute of Canada
Institut canadien de l'immeuble



COURSE REGISTRATION FORM

Mr: _____ Ms: _____

Attendee Name: _____
First
Middle
Last

Mailing Address: _____ City: _____

Prov: _____ Postal Code: _____ Email*: _____
*required to send you registration confirmation

Phone (Home): _____ Business: _____ Cell: _____

Employer: _____ Position Title: _____

Course Name: **REIC2600: Ethics in Business Practice** Course Date: (classroom) **November 14-16, 2016**

Course Location (classroom): **RAHB 505 York Blvd., Hamilton ON**

AIC Member
 REIC Member
 Non-Member
 Amount (\$)

Registration Policy:
 Course registration MUST be accompanied by payment in full. All registration fees MUST include GST/HST. Registrations without tax or full payment cannot be processed.

AIC / REIC Member / Candidate Fee: \$625 \$ _____

AIC / REIC Member Number: _____

Non-Member Fee: \$825 \$ _____

Coupon Discount Code: _____ \$ _____

Subtotal: \$ _____

HST/GST: \$ _____

Total: \$ _____

How did you hear about this course?

REIC Staff
 Chapter
 REIC website
 REIC Member
 Other _____
(please specify)

METHOD OF PAYMENT (You can also register and pay online at www.reic.ca)


 
 Cheque - Please make cheque payable to RAHB

 Credit Card Number Expiry Date

 Name on Card

 Signature CV# (3 digits on back of card)

PLEASE COMPLETE AND RETURN BY MAIL, FAX OR EMAIL:

Mail: Angela McArthur
 Education/Professional Standards Coordinator
 REALTORS® Association of Hamilton-Burlington
 505 York Blvd., Hamilton, Ontario, L8R 3K4

Fax: 905-529-4349
Email: angelam@rahb.ca

For further information call: 905-529-8101 X 233

Cancellation Policy: Your registration fee will be refunded or transferred at no extra charge upon receipt of written notice of withdrawal, at least thirty days prior to the beginning of the course. After this time, and up to course commencement, the registration fee may only be transferred, at an additional processing fee of \$150.00 plus HST/GST. The tuition fee may then be applied toward any course offered by RAHB, within a one-year period. Once the course has begun, no refund or transfer of fees is permitted.