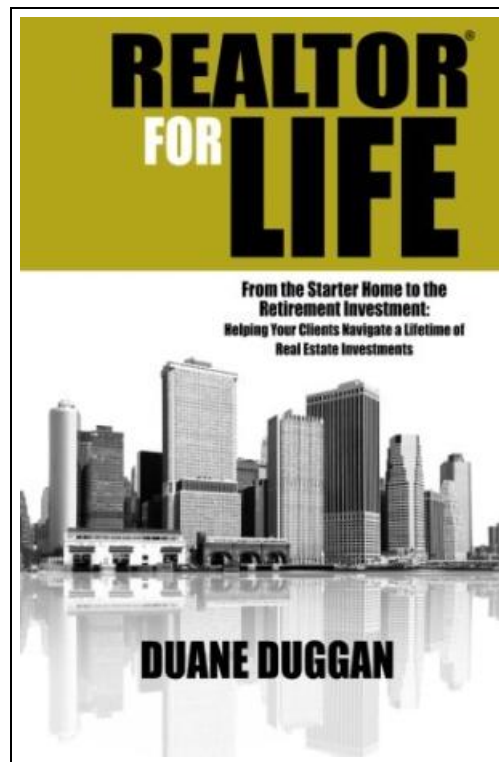


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(Mr. Maynard Kessler PhD)

REALTOR FOR LIFE: FROM THE STARTER HOME TO THE RETIREMENT INVESTMENT: HELPING YOUR CLIENTS NAVIGATE A LIFETIME OF REAL ESTATE INVESTMENTS



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CreateSpace Independent Publishing Platform. Paperback. Condition: New. This item is printed on demand. 106 pages. Dimensions: 8.5in. x 5.5in. x 0.2in. What's it mean to be a REALTOR for Life First of all, an agent needs to become a REALTOR! Not all real estate agents are REALTORS. The term REALTOR is the exclusive designation of members of the National Association of REALTORS and its local boards. REALTOR is listed in the US patent office as a registered trademark. Licensing is just the first step in an agent's career. Once an agent makes the commitment to being a REALTOR, they subscribe to the REALTORS Code of Ethics, which was first adopted in 1913. Knowing and following the Code of Ethics sets the REALTOR member apart from other real estate professionals. Since 1913, The Code of Ethics has evolved and changes are usually made each year to keep up with new issues in the real estate industry. REALTORS are required to take an ethics refresher course every four years to keep abreast of the changes. The Code of Ethics is known as the golden thread of the industry, dedicated to raising the standards of professionalism and service in real estate. The Code provides a guide for how REALTORS interact with each other, and work toward furthering clients interests. Since 2013, The Code consists of 17 Articles, 71 Standards of Practice, and 131 explanatory cases. An individual REALTOR member's local Board of REALTORS is responsible for enforcing the code. REALTOR for Life from my point of view The majority of REALTORS have had other careers before going into real estate. For some reason, my first year of college, I declared my major to be in Business with an emphasis in Real Estate. I became a REALTOR and started selling real estate as my first...

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