

## LET'S CLEAR UP THE CONFUSION WITH THE ETHICS COURSE AND

### FAIR HOUSING...

- 1) NYS Dept of State requires ALL real estate agents/brokers to complete a 3 or more hour course on FAIR HOUSING (or ADA American's with Disabilities Act) EVERY two years. This course can be part of the 22.5 hours necessary to renew a NYS real estate license. WNY School of Real Estate also offers a 3 hour online FH course and a 3.5 hour FH video course.
- 2) Some courses have FAIR HOUSING built into them (like our 22.5 hour Keeping Out of Trouble [KOT]: Understanding NY Laws) – in this case, a student completing KOT does not have to take a separate Fair Housing course or pass ANY tests. Once a student spends the minimum amount of time as dictated by NYS – they are considered to have satisfied their 2 year requirement.
- 3) Ethics is something that is ONLY required by members of the NATIONAL ASSOC OF REALTORS (if you are a member of a Board of Realty – then you are considered a member of NAR). The only exception to the Ethics requirement is for Realtor Emeritus Members (agents who've been members for over 40 years) and REBNY members (out of NYC). As of 2016, all Board members must complete a minimum of 2.5 hours of approved Ethics training once every 4 years ending Dec 31, 2016. This requirement will change after 12/31/16 (see below).
- 4) Some of our students take Ethics as an add-on while they're attending our 75 hour Real Estate Licensing program. We offer this as a courtesy and spread it out over a number of weeks to save students time and make it more palatable. Upon completion of our Ethics course, students receive a certificate showing that they have satisfactorily completed the 2.5 hour minimum requirement of NAR. Most if not all Boards of Realty in NYS have "accepted" our program to satisfy the Ethics requirement. In order to join any Board of Realty, an ethics course is required – so the students at our school save themselves generally between \$15-\$20 on the normal course cost charged elsewhere but more importantly, save the time spent in a HALF day course.
- 5) Students do NOT get NYS CE credit because the course is not 3 hours or more in length (that's a NYS requirement). Over our 20+ years in the business, we've found that taking a lot of mini-3-5 hour courses in order to satisfy the 22.5 hours NY requires will: a) cost the student more in the long run; b) confuse them on their hours and whether they have enough or not; c) will often land up making the student short on hours thus requiring the student to take a course that they have no interest in and cramming it in last minute. The solution – take one of our 22.5 hour courses that do not require tests to

pass and add on the 2.5 hour Ethics (generally for a significant discount because of your enrollment in the 22.5 hour course).

- 6) Some people wonder why everyone doesn't just take Ethics? Well, if you're a commercial agent, property manager or have no need to belong to a Board of Realty – Ethics is only required by NAR and very specific to its members. Here's the changes coming up...



CODE OF ETHICS TRAINING

## Code of Ethics Training Cycles

Below are the cycle dates for the Code of Ethics Training Requirement. Training must be completed at anytime during these established cycles.

Failure to complete training during any cycle will lead to [suspension of membership](#) for the January and February immediately following the cycle deadline, with termination of membership starting March 1 after the cycle deadline.

### Current Cycle

January 1, 2013 to December 31, 2016

### Future Cycles

January 1, 2017 to December 31, 2018

January 1, 2019 to December 31, 2020