

# Handling Multiple Offers Ethically and Effectively

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## 4 Hour Ethics Elective

**Course Title:** Handling Multiple Offers Ethically and Effectively

**Description:** Perhaps no situation presents professional and ethical challenges to real estate licensees than the multiple offer situation. In this class, we'll examine the National Association of Realtors Code of Ethics and the New Mexico Real Estate Commission's broker duties and apply the principals to the presentation and negotiation of multiple offers. Procedures and best practices will also be discussed.

**Learning Objectives:**

Learning Level	Learning Objective
1 - Knowledge	Licensee will be able to identify the most relevant clauses in the NAR Code of Ethics and NMREC Broker Duties in multiple offers situations.
2 - Comprehension	Licensee will be able to explain and interpret the most relevant clauses contained in the NAR Code of Ethics and NMREC Broker Duties as they relate to multiple offer situations.
3 - Application	Licensee will be able to apply the most relevant clauses contained in the NAR Code of Ethics and NMREC Broker Duties to multiple offer situations to insure they are practicing in a professional and ethical manner.
4 - Analysis	Licensee will be able to analyze multiple offer situations and utilize best practices that adhere to the principals in the Code of Ethics and Broker Duties.
5 - Syntheses	Licensee will be able to determine best practices in multiple offer situations based upon the Code of Ethics and the Broker Duties.
6 - Evaluate	Licensees will be able to explain how the Code of Ethics and Broker Duties can be relied upon to create better, more professional transactions that demonstrates competence and character to their customers and/or clients.

**The following will be the means used in assessing whether the Learning Objectives have been met:**

Classroom discussion and course review.

**Timed Outline:**

<b>Timing</b>	<b>Teaching Technique</b>	<b>Subject Matter Segment and Description</b>
00:00 – 00:15	Lecture/Discussion	Course Objectives
00:15 – 00:30	Lecture/Discussion	The cause of multiple offers - What is a Seller's Market? Absorption rate.
00:30 – 00:45	Lecture/Discussion	COE articles which are relevant in multiple offer situations. 1,2,3,4,6,7,9,11 and 12
00:45 – 01:00	Lecture/Discussion	Scenarios demonstrating the above articles
01:00 – 01:15	Lecture/Discussion	Broker duties in multiple offer scenarios. Broker to client, broker to broker.
01:15 – 01:30	Lecture/Discussion	Helping your client/customer understand multiples. NAR Guide
01:30 – 01:45	Lecture/Discussion	BREAK
01:45 – 02:00	Lecture/Discussion	Proper use of RANM forms with multiple offers
02:00 – 02:15	Lecture/Discussion	Invitation to offer: counter? Amend? Rewrite PA?
02:15 -02:30	Lecture/Discussion	Communicating effectively around multiples
02:30-02:45	Lecture/Discussion	3 multiple offer scenarios
02:45 -03:00	Lecture/Discussion	BREAK
03:00 – 03:15	Lecture/Discussion	How to win at multiple offers
03:15 - 03:30	Lecture/Discussion	Escalation clauses
03:30 – 03:45	Lecture/Discussion	Course Review
03:45 – 04:00	Lecture/Discussion	Course Review