

Meeting Handouts

Distribute the following pages to agents at the start of the meeting.

Antitrust Policy

The MIAMI Association of REALTORS® adheres to a strict policy of compliance with both federal and state antitrust laws. As such, any discussions or activities with potential anti-trust implications, including but not limited to commission price fixing, market allocation, customer allocation, bid rigging, or boycotts, are strictly prohibited. MIAMI REALTORS® strongly endorses a competitive marketplace, ensuring that competitors have the freedom to engage in business without artificial restrictions on competition.

La Asociación de REALTORS® de MIAMI se adhiere a una estricta política de cumplimiento con las leyes antimonopolio federales y estatales. Como tal, cualquier discusión o actividad con posibles implicaciones antimonopolio, las implicaciones, incluyendo pero no limitándose a la fijación de precios de comisiones, la asignación de mercados, la asignación de clientes, la manipulación de ofertas o los boicots, están estrictamente prohibidas. MIAMI REALTORS® apoya firmemente un mercado competitivo asegurándose que competidores tengan la libertad de participar en negocios sin restricciones artificiales a la competencia.



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Handout 1-A: Agent Discussion Guide

Use this guide during today's meeting. Write your answers and share with your group.

Section 1: Consistency Check

Write down your standard process for working with a new buyer or seller client:

Question: If you compared your process for a first-time buyer versus a luxury buyer, what differences would you find?

Section 2: Language Review

Think about your most recent listing description. Write one phrase you used:

Question: Does that phrase describe the property or the people who might live there?

Question: How do you currently review AI-generated marketing copy for fair housing compliance?

Section 3: Strategy Shift

Complete the chart below — how would you shift each item from compliance to strategy?

My Compliance Habit	My Strategy Goal

Handout 1-B: Fair Housing Quick Reference & Action Plan

The 7 Protected Classes Under the Fair Housing Act

Race	Color	National Origin	Religion	Sex	Familial Status	Disability
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Note: Many states and localities add additional protected classes. Check your local laws.

Language Quick Reference

DO — Describe the Property	DON'T — Describe the People
"Spacious 3BR with large backyard"	"Perfect for a young family"
"Close to public transit and shops"	"Great ethnic restaurants nearby"
"Open floor plan, modern finishes"	"Ideal for professionals"
"Quiet street, mature trees"	"Safe neighborhood"

Your 30-Day Fair Housing Action Plan

- ☐ **Week 1:** Review all current listings for fair housing language compliance
- ☐ **Week 2:** Document your standard client service process — is it the same for every client?
- ☐ **Week 3:** Review marketing materials — do they speak to diverse demographics?
- ☐ **Week 4:** Complete one NAR fair housing resource (Fairhaven, Implicit Bias, or At Home With Diversity)

NAR Fair Housing Resources: [nar.realtor](https://www.nar.realtor)