

MEL STOUT ETHICS AWARD COMMITTEE
C/O JOHN & LINDA DICKEY

January 2009

Dear Friends,

We are writing to tell you about an award which has been sanctioned by the New Castle County Board of REALTORS (NCCBOR) to honor the memory of our friend Mel Stout.

Mel taught the Code of Ethics course for the NCCBOR for 25 years and practiced what he preached. He lived his life by keeping promises and always doing the right thing. He told Bettye that he would like to be remembered as an honorable man. Everyone who knew him knew that to be true.

At Mel's funeral service, Laura Robelen commented that earlier that week a young realtor saw Mel's photograph displayed at her office and asked who he was. Laura told the young man a little about Mel, to which he commented "I never knew him". We believe it is important that new realtors who didn't have the privilege of knowing Mel, as well as those who did, be reminded about the high ethical and moral standards for which he stood.

NCCBOR has agreed to sponsor a Mel Stout Ethics Award at their annual celebrations to do just that and to recognize one among them who honors that memory. REALTORS may nominate themselves or others for the award. The award application would include a narrative explaining how the Code of Ethics had impacted his/her business/lives. The award recipient will receive recognition, a plaque/certificate and a contribution in his/her name to a fund that provides assistance to administrative and support staff in the real estate community to purchase a house. Without this support they would not be able to own real estate.

We are asking you for a donation to help endow this Mel Stout Ethics Award. All monies will be placed in a Delaware Housing Opportunity Fund, Inc. (DEHOFI) trust account. This account is a charitable fund with an IRS 501.c.3 status, so your contribution is tax deductible. Please give as generously as you can. Checks should be made payable to the "Delaware Housing Opportunities Fund Inc." with a memo "Mel Stout Fund" and sent to Delaware Housing Opportunities Fund 3615 Miller Road Wilmington, DE 19802. A pre-addressed envelope is enclosed. Because the first Mel Stout Ethics Award will be presented in the spring of 2009, we ask that your donations be completed by January 31, 2009.

Thanks for opening up your hearts to help make this award strong and sustaining. It means a lot to Mel's family and to all of us who he treated like family. We have to believe he's in Heaven right now humbled at being honored, but tickled to think he's still positively influencing the ethical behavior that was at his very core!

Sincerely,

Laura Robelen

Linda and John Dickey

The Mel Stout Ethics Award Selection Criteria

The recipient of The Mel Stout Ethics Award shall be (or shall have been) a member of the NCCBOR in good standing who best exemplifies the ideals and goals set forth in the Preamble to the Realtors Code of Ethics (see below).

The recipient will receive recognition at the NCCBOR annual awards presentation. Additionally, a donation will be made, in the recipient's honor, by the Delaware Housing Opportunity Fund, Inc. (DEHOFI) to help provide assistance to administrative and support staff in the real estate community who are struggling to purchase a home, so that they can fulfill the dream of home ownership.

Preamble

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS[®] should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS[®] should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS[®], therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS[®] a common responsibility for its integrity and honor.

In recognition and appreciation of their obligations to clients, customers, the public, and each other, REALTORS[®] continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. REALTORS[®] having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS[®].
(Amended 1/00)

Realizing that cooperation with other real estate professionals promotes the best interests of those who utilize their services, REALTORS[®] urge exclusive representation of clients; do not attempt to gain any unfair advantage over their competitors; and they refrain from making unsolicited comments about other practitioners. In instances where their opinion is sought, or where REALTORS[®] believe that comment is necessary, their opinion is offered in an objective, professional manner, uninfluenced by any personal motivation or potential advantage or gain.

The term REALTOR[®] has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, REALTORS[®] can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, "Whatsoever ye would that others should do to you, do ye even so to them."

Accepting this standard as their own, REALTORS[®] pledge to observe its spirit in all of their activities whether conducted personally, through associates or others, or via technological means, and to conduct their business in accordance with the tenets set forth below. (Amended 1/07)

