



## STUFF You Need to Know

1. Policies/Procedures/Ethics
2. Utah Post Licensing Requirements
3. eXp Support
4. Quick Access to eXp Links

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### 1. POLICIES/PROCEDURES/ETHICS:

STAY IN COMPLIANCE: The links below will help you to know the rules that govern your license, your responsibilities as a Realtor, and as an agent at eXp Realty.

#### REQUIRED EXP DISCLAIMER STATEMENTS:

- Any social media post, blog, or web site that is promoting eXp must contain this disclaimer:

*"Opinions are my own and not the views of eXp Realty."*

**- Any general advertisement must contain the following disclaimer:**

*"The statements and opinions contained in this advertisement are solely those of the individual author and do not necessarily reflect the positions or opinions of eXp Realty, LLC, or its subsidiaries or affiliates (the "Company"). The Company does not assume any responsibility for, nor does it warrant the accuracy, completeness or quality of the information provided."*

**- Income claims must be accompanied by the following disclaimer:**

*"These figures are not a guarantee, representation or projection of earnings or profits you can or should expect. They also do not include expenses incurred by Agents in operating their businesses. eXp Realty makes no guarantee of financial success. Success with eXp Realty results only from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Your success will depend upon how well you exercise these qualities."*

## REVIEW: CODE OF ETHICS

National Association of Realtors Code of Ethics: <https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/2019-code-of-ethics-standards-of-practice>

Utah Association of Realtors: <http://utahrealtors.com/law-and-ethics/>

## REVIEW: EXP REALTY RESOURCES

eXp,s FAQ knowledge database: <https://support.expcloud.com/portal/en/kb>

Life at eXp: <https://explore.exprealty.com/>

eXp Policies & Procedures Manual: <http://files.exprealty.com/PDF/eXp-Realty-US-Policies-and-Procedures-Manual.pdf>

ICA - Independant Contractor Agreement: [https://drive.google.com/file/d/1MLKvkcHDe\\_R6-7YN1oGqVGiNJ\\_zqOV\\_/view](https://drive.google.com/file/d/1MLKvkcHDe_R6-7YN1oGqVGiNJ_zqOV_/view)

Competing Products and Services Policy: [https://drive.google.com/file/d/1cEJSc8DkHHzK2bDU3WHW1ScgZQAjZ\\_fV/view](https://drive.google.com/file/d/1cEJSc8DkHHzK2bDU3WHW1ScgZQAjZ_fV/view)

Agent Attraction Pledge: <https://cdn.expcloud.co/explore/2019/10/Agent-Attraction-Pledge.pdf>

Agent Attraction Success Strategy: <https://cdn.expcloud.co/explore/2019/10/Agent-Attraction-Success-Strategy-4.pdf>

eXp Branding Resources: <https://sites.google.com/exprealty.net/brandresources/home>

## REVIEW: TELECOMMUNICATIONS PRACTICES

FTC Telemarketing Guidelines: <https://www.consumer.ftc.gov/articles/0198-telemarketing-sales-rule>

Do Not Call List - Official Site: <https://www.donotcall.gov/>

Real Estate Agent Guide to Do-Not-Call List: <https://www.theredx.com/blog/agents-dnc-list-tcpa-guide/>

## REVIEW: EMAIL (CAN-SPAM) RESOURCES

FTC Guidelines: <https://www.ftc.gov/tips-advice/business-center/guidance/can-spam-act-compliance-guide-business>

CAN-SPAM FAQ: <https://www.ftc.gov/news-events/blogs/business-blog/2015/08/candid-answers-can-spam-questions>

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## 2. UTAH POST LICENSING REQUIREMENTS:

[Utah Real Estate Continuing Education Requirements.](#)

[FREE CE Courses online for Utah and Nevada](#)

[Education Courses through NAR](#) – (National Association of Realtors)

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## 3. EXP SUPPORT:

At eXp Realty, our fantastic team of brokers and staff are here to help you build and grow your business as well as ensure the sustainability of the company ... and make sure you have some fun!

\*The quickest and best way to reach most groups is in eXp World. We also understand that sometimes you just need to send an email.

[Click HERE to get in touch with the follow departments:](#)

Accounting and Finance

Preferred Partners

Agent eXperience

Agent Transitions

Agent Success Obsessed

Brokerage Operations

Growth and Productivity

Luxury Team: eXp Realty Luxury Collection

Marketing and Communications

ONE eXp

Team Services

Technology and Technical Support

Payment Processing

Net Promoter Score

Applying for eXp Positions

Executive Leadership Team

Agent Advisory Council

eXp World Holdings Board of Directors

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## 4. QUICK ACCESS TO EXP LINKS:

eXplore Guide to ALL THINGS eXp: <https://explore.exprealty.com/>

eXp Business Model and Earnings Opportunities: <https://explore.exprealty.com/section/earning-opportunities/>

eXp World LIVE Training Calendar: <http://expcloud.com/calendar/>

KvCore LOGIN: <https://kvcore.exprealty.com/login?redir=%2F>

All things KvCore: <https://drive.google.com/file/d/1NT3vBeTS3cuOFkNo7MlcFpp5EczCah5P/view>

Skyslope LOGIN: <https://auth.skyslope.com/identity/login?signin=1cbe9ed457bac6d955b5b354cc13fb09>

Skyslope Quick Tutorials: [https://drive.google.com/file/d/1G5D-NQ68\\_bpBbkEXGZU\\_eqPUz2dAgykR/view](https://drive.google.com/file/d/1G5D-NQ68_bpBbkEXGZU_eqPUz2dAgykR/view)

Investor Relations: <https://expworldholdings.com/>

Press Releases: <https://expworldholdings.com/news-events/press-releases/>

Preferred Partners: <https://exppreferredpartners.com/>

Download eXp World: <https://download.exprealty.com/>

Invite a Guest to eXp World: <https://inviteaguest.exprealty.com/>

eXp Brand Store: <https://exprealty.mybrightsites.com/>

eXp Marketing Center: <https://www.expmarketingcenter.com/>

Make it Rain Lead Generation Campaign: <http://makingitrain.exprealty.com/>

Find State Brokers and Agents: <https://experts.expcloud.com/>

Info on TEAMS: [https://docs.google.com/presentation/d/1Mf32ikcwVRKHmovHM-7M09lFHynknKnNCG9iWDU8x9Q/edit#slide=id.g408e0192bb\\_6\\_1](https://docs.google.com/presentation/d/1Mf32ikcwVRKHmovHM-7M09lFHynknKnNCG9iWDU8x9Q/edit#slide=id.g408e0192bb_6_1)

Teams at eXp: <https://drive.google.com/file/d/1LWbHVbr78BTwczWQEbbjPwZy0zACKGrW/view>

Onboarding Status (use your personal ID assigned to you when you started the application process) <https://onboardingstatus.expenterprise.com/>

Cap Deferment Policy: [https://uploads.virbela.com/eXp/chat/cap-deferment-policy-10-2019-with-link.pdf?versionId=xFcrMA\\_k5X3CxHjt1e9ShEsXMwfJw3Z](https://uploads.virbela.com/eXp/chat/cap-deferment-policy-10-2019-with-link.pdf?versionId=xFcrMA_k5X3CxHjt1e9ShEsXMwfJw3Z)

Transaction Quick Reference Guide: [https://drive.google.com/file/d/1896EJV2PUbRL2NT3\\_E9pod60-KN5DG-F/view](https://drive.google.com/file/d/1896EJV2PUbRL2NT3_E9pod60-KN5DG-F/view)

ICA - Independent Contractor Agreement: [https://drive.google.com/file/d/1MLKvkcvHDe\\_R6-7YN1oGqVGiNJ\\_zqOV\\_/view](https://drive.google.com/file/d/1MLKvkcvHDe_R6-7YN1oGqVGiNJ_zqOV_/view)

Lease and Referral Processing: <https://drive.google.com/file/d/1Fy6qxoyBCyLV6ylkMNyxKOkOliYEbrbS/view>

FB Workplace: <https://exprealty.workplace.com/>

Facebook: <https://www.facebook.com/eXpRealty/>

Twitter: <https://twitter.com/eXpRealty>

LinkedIn: <https://www.linkedin.com/company/exp-realty>

Regus Membership info: <https://expcloud.com/regus-office-locations/>

*Team*  
**LIMITLESS**

[BetterAgentEXperience.com](https://BetterAgentEXperience.com)