

Realtor® Safety

The following are tips for safety. Be aware of your surroundings and always think of your safety every time you meet a client. The best tip for your safety is to use your intuition. If a situation makes you feel uncertain or not safe. Stop, leave and if necessary apologize later that something came up and you had to miss the appointment. Your good common sense, intuition and the following tips will help you.

When you have a new client, your office policy is to have the client come by the office while associates are there and the client fills out a prospect form, you make a copy of their driver's license and let them know this is "standard company policy". A legitimate prospect will understand.

Show properties before dark. If you must show property after dark, take an associate, spouse or friend with you and turn on all lights in the house. Always let someone know where you are going and when you plan to return. Check in with the office from time to time with a new prospect in your car.

If you are holding a house open, make sure you are aware of people arriving in the house and that these same people have left the house. Always have your prospect walk in front of you when showing a house. Check out your escape routes when entering an open house and make sure all dead bolts are unlocked.

Have a check-out board in the office listing your name, destinations, customer name and the time you expect to return. Drive your own car to a showing, when you leave your car, always lock it. Park your car in a well-lit area.

Choose flight over fight and take a self-defense class to learn what you can do to defend yourself.

Do not tell a client a property is vacant.

Create a voice distress code. This is a code word that is a tip off for your office, spouse, and children to call the police. For example, I am out of the office and need you to e-mail me the "yellow file".

Lock your purse in the trunk of your car before arriving at an appointment. Carry your cell phone and any forms or flyers you need. Do not wear expensive jewelry or watches to showings with clients you do not know. Keep your appearance and jewelry very simple.

If you are working alone in your office and someone walks in, indicate to the stranger that you are not alone. "Let me check with my associate and see if they can cover the phones for me". You leave from a back door. The office can be closed later when you call the police.

When talking to clients, do not get too personal with your private life. You do not need to tell them your vacation plans and where you are going, return date, etc. Simply put, "you are not available from Tuesday through Friday of this week".

Pre-program important numbers into your phone in the event there is an emergency. Certainly, the local police department, tow trucks, roadside assistance, hospitals, can all be in your phone. Make sure your phone is always charged.

When you feel unsafe, suspicious or unsafe, it is not the time to worry about "hurting someone's feelings by being rude". Use your good judgment and make a decision to leave the situation and leave right away.

Have a pepper spray, wasp spray or other defense spray at your fingertips. Many agents have an easy to use pepper spray can attached to their keychain. Always think, "my safety is more important than any commission" and make your decisions based on that thought.