



SAFETY REMINDERS

Based on police and local association reports from around the country, violent crimes against REALTORS®, as well as property crimes directed against agents and listed properties, continue to occur. If followed, the tips below can help you prevent being a victim.

And remember "An Ounce of Prevention – is worth a pound of Cure"

- ◆ Be alert. Prevention is the best defense.
- ◆ Trust your instinct. The minute you feel uncomfortable, get out of the situation.
- ◆ Don't wear flashy or expensive jewelry. Dress conservatively.
- ◆ Don't host an open house alone.
- ◆ Don't list your home phone number on your business card.
- ◆ Always have your cell phone handy and the battery charged if you must sit at a property without a phone.
- ◆ Meet prospects at your office.
- ◆ Never meet a prospect based on only a phone call.
- ◆ Always take your own car when showing a property.
- ◆ Let potential buyers explore the home by him/herself and follow behind. Don't go into the basement or confined areas.
- ◆ Leave word with someone of where and with whom your appointments will be.
- ◆ Use sign-in sheets and ask prospects to show ID. If in doubt when meeting a prospect, state it's a company policy to ask for identification.
- ◆ Never show property alone at night.
- ◆ Never advertise property as vacant.
- ◆ Report any suspicious experiences to the police.
- ◆ Office should have a coded distress signal that is obvious to the office but not to the prospect.
- ◆ Carry a whistle, mace or shriek.

If all of these points seem too much trouble, remember that each of them is based on an actual, often painful experience. Also, though many REALTORS® are women, crimes against REALTORS® are equal opportunity ones. Male agents can be victims too; robbery, rape and murder have all been committed against male REALTORS®.

The most important rule of all is:

NO SALE IS WORTH YOUR LIFE.