

Avoiding Danger

REALTOR® Safety Tips

1. Keep a charged cell phone with you at all times. Tell someone at your office you'll call every hour, then do it like clockwork so that person will know right away if something is wrong. Be prepared to use coded phrases (such as the yellow folder, the red folder) to seek assistance or prompt a call to 911 or your local police emergency number.
2. Be careful how you dress. Flashy or expensive jewelry might attract the wrong kind of attention.
3. Don't put your home phone number on your business card. Buy a voice pager or use your cell phone for out-of-office contact.
4. Never advertise a property as vacant.
5. Always take your own car for showings. If you must take one car, you drive. When you leave your car, lock it. Keep your keys with you at all times.
6. Let potential buyers take the lead when exploring a home, with you following behind. Avoid going into the basement or confined areas with a prospect.
7. Always have prospects meet you at your office the first time. Ask them for identification. If they question you about it, say it's company policy.
8. Find out as much as you can about prospects, such as where they work and what they do. Ask lots of questions and be a good listener.
9. Know your sales area. Preview the property.
10. Trust your instincts. If you're suspicious, it's better to walk away from a listing or a showing.

This list has been adapted from a presentation published on REALTOR® Magazine Online.

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