

WHAT NEW BROKERS NEED TO KNOW...

Brought to you by the Indiana REALTORS® Leadership Academy Class of 2018



REALTOR® Safety How Safe Are You?

Being a REALTOR® can be risky business. The good news is you can arm yourself with certain tools to increase chances of staying safe in the field. Preparation and incorporating awareness in your business practices will put you on the right track to maintaining your safety and that of your clients in all situations.

Follow this checklist as you start your new career:

Prior to Showing a Property

MEET THE CLIENT.

Ask the potential client to stop by your office to fill out an identification form and sit in for a short interview. This is an opportunity to assess their needs and introduce them to someone else you work with, so they know who you are showing homes to. Also, you can ask for a copy of their driver's license for your files. Remember to tell somebody where you will be and who you are with. Have someone you trust call/text to check in with you.

When Showing a Property

TRUST YOUR INSTINCTS & PROTECT YOURSELF.

If something doesn't feel right, professionally remove yourself from that situation. Make sure your office has a DISTRESS CODE – a word or phrase you can say that indicates you need help but does not tip off who you are with. (For example, "Hi, this is Amy. I'm with Mr. Smith at the 15th Street listing. Could you email me the RED FILE?") Choose flight over fight. Your main goal is to escape from the situation. Always keep a charged cellphone with you and check if you have service in the area! Limit the personal items you bring. Lock your purse in the trunk before arrival. Do not wear expensive jewelry or carry large sums of money. Keep it light. Show properties before dark. Take your own car to a showing and park your car at the curb so you can't get blocked in a driveway.

Always Be in Control

BE AWARE OF YOUR SURROUNDINGS.

Follow the Two-Second Rule. When you arrive to a property and are walking toward the entrance of your destination, take two seconds to look for potential risks. Is anything out of place? Is anyone unexpected there? Know where the exits are. Never allow a client to get in your blind spot. Let the client walk in front of you. Be on guard during open houses.

Your continued safety is of the utmost concern. Stay on top of safety issues through materials and webinars at <https://www.nar.realtor/safety>.