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Safety Advice

Sources of information

NAR

<http://www.realtor.org/topics/realtor-safety/webinars>

Jack Cotton

<http://www.jackcotton.com/2014/10/agent-safety-tips/>

Preston Taylor

www.gtpersonalprotection.com

Before: Advance preparation

Annual Safety Training

This is a must. Physical skills to defend oneself are perishable. One must visit them at least once a year. Be selective about who presents and or instructs on techniques and safety tips. Do not rely on the internet to read up on safety tips. There is a lot of bad information on the WEB that could get you hurt.
–Preston Taylor

Tools

Carry pepper spray on your key ring and in your car and know how to use it. Spread keys between your fingers as “brass knuckles.” Concealed carry is an option.

Preview during the day.

Visiting homes at night makes it more dangerous, Siciliano says. Try to make appointments during daylight hours only.

Protect your personal information.

Use your cell phone number and office address in your marketing so it can't be tracked back to your home address. Never use your home address or home phone number. Also, don't reveal to your client personal information about your children, where you live, and who you live with.

During: In the field

Meet at the office first

Get them on your territory before you visit any property with them so you can learn more about them and collect personal information about them for your files. Take a selfie with customer.

Gather information

Have all clients fill out a customer identification form. You can find an example of this at REALTOR.org. Click on “Prospect Identification Form” under the Office Safety Forms heading. The form asks for car make and license number, contact information, and employer information, and also requests a photocopy of the driver’s license.

Vehicle identification

Write down the customer’s driver’s license or vehicle license plate prior to transporting them or showing the listing. Leave this information with your office.

Introduce them to a coworker

When you meet them at the office, introduce them to at least one other person in your office. Criminals won’t like that others have seen them for identification purposes, according to tip sheets provided by the Washington Real Estate Safety Council.

Ask for identification

The public is used to having their identification checked, so don’t be reluctant to ask because you’re scared you’ll offend someone, Siciliano says. Tell clients it’s company policy that all clients’ driver’s licenses are photocopied. “This will significantly reduce your risk because the bad guys don’t want to give you their I.D. or get their picture taken,” Siciliano says.

Let others know where you are.

Before you leave, tell your coworkers, family, or friends where you are, whom you are with, and when you expect to return. Keep your cell phone charged and with you. Keep emergency number programmed. Text a photo of customer’s vehicle.

Someone should always be expecting you

In Beverly's case she made a call to her husband but with no real time frame noted. The sooner the ball can be put into motion the better chances of finding you and your suspect. Have a co-worker check in on you during the showing...if no answer then police are notified immediately.

Use the buddy system.

Ask a coworker, spouse, friend, or family member to come with you when you show the home.

Walk behind

Let potential buyers take the lead when exploring a home, with you always following behind. Let others know where you are. Tell them where you are going, when you will be back, and who you’re with. Better yet: Share this information while the client is with you so they know someone else knows where you are.

Don’t go into confined places.

Avoid basements and attics — it’s too easy to become trapped. Instead, know the selling points of these rooms and remain in the foyer on the first floor with the front door open as the buyer tours these areas, Siciliano suggests. If you must join them in each room, always stay by the door, leaving doors open so you can flee more easily if necessary, the Washington Real Estate Safety Council suggests.

Watch where you park

Make sure your car won’t be blocked in and that you park in a place where you’ll be able to get out quickly. Park on the street or the curb, if possible, suggests the Washington Real Estate Safety Council. You’ll attract more attention if you run and scream when fleeing, and it’ll be easier to escape than having to back out of a driveway, experts say.

Exit strategy

Be aware of doors, windows, pathways and have a plan to escape from a dangerous situation.

Have an excuse

If you feel uncomfortable, tell the person your “cell phone or beeper went off and I have to call the office” or “another agent with buyers is on his way,” suggests the Washington Real Estate Safety Council in their tip sheets.

After: When it happens

The gift of fear

Trust your gut feeling 100% of the time. There is a science behind why your body is telling you something is wrong or not quite right. Listen to it, its not up for debate!!

According to Dr. Dave Navarro, author of, “What Every Body is Saying.” the left side of the face is the truest indicator of internal emotion. Pay attention to your clients and see if the left side of their face is supporting the words coming out of their mouth. –Preston Taylor

Stay there

Don't let them take you to the next location. –from Oprah

Arm yourself

As the saying goes "When seconds count help is only minutes away." There will not be a cop right around the corner in your time of need. Arm yourselves with Pepper Spray.....especially Women.....simply put it can save your life. It works on roughly 85% of the population.....but don't just buy it and throw it in the bottom of your purse, know how to use it and be able to get to it and get on target in under 7 seconds. For the record I sell and heavily endorse Fox brand pepper spray. –Preston Taylor

Fight for your life

Violence is rarely the answer, but when it is, its the only answer. It's an occupational hazard for a potential rapist/killer that he may receive an injury to his face or groin or worse. No remorse on your part. At least one person loves you more than you'll ever know so don't let the monster take you from them.

The eyes and the groin remain the best bang for the buck. If required attack those areas with tenacity, like the Acme Wild Cat from the days of the Road Runner and Coyote. You will fight with no rules or reservation. If you cannot picture yourself fighting back....then change that mindset immediately!
–Preston Taylor