

Real Estate Agent – Safety Tips



BEFORE MEETING THE CLIENT IN PERSON

- 1) Get a copy of their Driver's License and get their email and cell # and verify them
- 2) Get a Loan Pre-Approval Letter and contact the lender to verify it's legitimate
- 3) Work details into the conversation about where they work, went to school, or any common friends you may have. Whenever possible, make them come to the real estate brokerage office for an initial meeting to see if they want to be seen by others.
- 4) Look them up on Social Media (Facebook, Instagram, Twitter, LinkedIn)
- 5) Give them some ground-rules and expectations about how the showings will work (time schedule, drive their own car, don't bring guests you haven't screened, etc)

MEETING THE CLIENT FOR SHOWINGS

- 1) Don't meet the client after dark or close to dark, especially on the first meeting
- 2) Don't show them vacant homes on your first meeting
- 3) If the client shows up in a different car than expected or they don't look the same as their photo or they show up with an unexpected guest
- 4) Check to make sure the utilities are on in the home so there are lights
- 5) Make sure someone in your office and a family member or friend know where you will be (addresses and times)
- 6) Use ShowingSafe or Life360 apps so friends/family/co-worker can track you
- 7) Take a photo of the client and/or their license plate before going in the house, or text the license plate and make/model of the car to a friend/family member/co-worker
- 8) Have a specific time set where someone will call you with a fake phone call just to check on you
- 9) Never park where the client can block you in and you have no escape
- 10) Be familiar with the area whenever possible. Know the streets and the closest public area in case you need to run
- 11) Never turn your back to the client. Always let them walk in front of you. Know where the doors are in case you need to get out quickly
- 12) Bring another agent with you, or bring a friend and say that they are your assistant
- 13) Bring pepper spray and/or a whistle in your purse or briefcase
- 14) If you have a CHL, carry a weapon in your purse or briefcase
- 15) Don't let the conversation get too personal or the client too close to you. If you are getting a bad vibe, there is a reason. Trust your instincts and get out.

99% of clients are legitimate and have no desire or intent to harm you. However, there is that 1% out there that are criminals and know how to fool people into trusting them. Your life is not worth a commission. Stay aware, especially with people you don't know well.