

Safety at Property Showings

When meeting a client alone, you can minimize your risk by adopting these safety precautions.

- When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form, preferably in the presence of an associate. Get the client's car make and license number. Photocopy the driver's license. Retain this information at your office.
- Call references and verify employment and current address.
- Introduce the prospect to someone in your office. A would-be assailant does not like to be noticed or receive exposure, knowing a person could pick him/her out of a police lineup.
- Always let someone know where you are going; leave the name and phone number of the client you are meeting.
- Establish a voice stress code, a secret word or phrase that is not commonly used but can be worked into any conversation for cases where you feel that you are in danger. This could be something as simple as "Hi, this is Jane. I'm at [address]. Could you e-mail me the red file?" The designated person at the office would then be responsible for calling 911 or your local emergency number.
- Be familiar with the area so you know the location of the nearest police station. Drive there immediately if you feel you are in danger.

(Sources: *Realty Times*, *REALTOR® Magazine Online*, Mesa, AZ Police Department, *REALTOR® Magazine*, Louisiana REALTORS® Association, Washington Real Estate Safety Council)

**REALTOR® Safety Week
2004**

One week, for life.