

Safety Scenarios

THE QUESTIONS

What Would You Do?

Read the following descriptions of typical REALTOR® situations. Think about what would be your normal response, what possible dangers are indicated, and what you could do better to lessen the risks. Use the space to jot notes for discussion.

Scenario #1

Marcos stopped by the office one night to prepare materials for the following day's appointments. The office was dark and locked when he arrived. After letting himself in, he went to the back room to make photocopies. Suddenly he heard the front door open. Thinking it might be another agent, he called out, "Hello?" No one answered.

What would you do in this situation?

How could this situation have been avoided?

Scenario #2

Marilyn was showing a model home in a new development to a new client, early on a Saturday before the main sales office opened for the day. She arrived first, unlocked the home and began showing it to the client. Once they got to the master bedroom, the client told Marilyn it was a robbery and ordered her to the ground. She wasn't carrying any cash, but the attacker took Marilyn's wedding ring and a necklace and earrings, as well as her car keys and mobile phone.

What would you do in this situation?

How could this situation have been avoided?

Continued on page 2.

Scenario #3

Husband and wife REALTORS® LaMont and Denise returned home one afternoon after attending an open house. As they came around the corner, they noticed that the back door to their home was open.

What would you do in this situation?

How could this situation have been avoided?

Scenario #4

While you're on the way to a showing, a client calls to report that he has car trouble and will be late for the scheduled appointment. After securing his car and hailing a cab, he arrives within 15 minutes, and you have an enjoyable conversation while showing him the property. In the course of the conversation, he learns that you live on the same side of town. As you are walking out, he casually asks you for a ride home.

What would you do in this situation?

How could this situation have been avoided?

**REALTOR® Safety Week
2004**

One week, for life.