

### Broker Safety for the real estate professional

Course Description: This course will provide students with valuable information in the awareness of safety concerns as well as techniques to protect themselves in today's real estate profession.

3 Hours CE (Training)

#### LL Learning Objectives

- 1 The licensee will gain knowledge of safety concerns related to the real estate profession.
- 3 The licensee will demonstrate various personal safety techniques.
- 4 The licensee will analyze potential risk in order to reduce safety hazards
- 6 The licensee will plan, explain and demonstrate various safety techniques to improve their personal safety through role playing exercises.

#### Introduction

Instructor / Students	15 Minutes
Course	15 Minutes
Ice Breaker Quiz answers (15 question quiz to be handed as students arrive)	

Safety Concerns	60 Minutes
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#### Statistics / Cases

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#### Could This Be You?

Broker Safety cases

Local and national

#### Break

**10 Minutes**

#### Protecting Yourself

60 Minutes

##### Awareness and Techniques

##### Meeting Clients

Prospect Information

Introducing to other agents

##### Showing Properties

Showing Itinerary

Leading from behind

Distress Code

##### Dressing for Safety

What to Wear

What to Carry

##### Vehicle Safety

Keeping your vehicle maintained

Staying Safe in your vehicle

##### Other Safety Concerns

If you're attacked

No Resistance

Stalling for Time

Distraction and Flight

##### Role Play Exercises

20 minutes

Meeting Clients inside / outside office

While showing Properties

#### What we've learned

10 Minutes

Check on learning

Q&A (Butcher Block)