Real Estate Safety: Protect Yourself and Your Clients
(3 Hours)

Course Description

Real estate is generally a safe profession, but there are dangers that agents are exposed to on occasion. While the number of work related deaths and injuries are relatively low, they are not nonexistent. Female real estate agents are more likely to become victims than men; however, men are not immune to attack.

Think about it: real estate licensees often meet complete strangers by themselves, in vacant properties, at odd hours, with little or no background information on the potential client(s). When you think about it this way, the job can sound dangerous. There are some basic safety protocols real estate professionals can employ in the field. Though your brokerage may have a set of security procedures in place, many brokerages rely on the individual agent to establish their own safety measures.

Course Learning Objectives

- Recognize some basic ways to pre-screen a prospective client
- Establish a number of useful tools to help maintain their safety
- Identify the methods to avoid potentially dangerous encounters
- Identify common items that are vulnerable to theft during property showings
- Explain to seller clients the safeguards to implement prior to showings and taking photos
- List some pros and cons of using a lock box on a listing
- Demonstrate a showing or open house and properly close up afterward
- Explain safety tips for issues that commonly come up before and during a showing
- Discuss the required disclosures and items that buyers should investigate

Course Schedule

Chapter 1 Protecting Yourself

Introduction	9
Safety Statistics	8
Steps RE Pros Can Take to Stay Safe 1-5	7
Steps RE Pros Can Take to Stay Safe 6-15	10
Trust Your Gut	5

Chapter Summary	2
Chapter 1 Quiz	5
Total	**46 min**

Chapter 2 Working with Seller Clients: Getting a Home Ready to Sell

Chapter Overview	1
Fiduciary Duties	3
Safety First: Before a Showing	7
Pre-Listing Checklist & Example	4
Importance of Screening Buyers	3
Examples	2
Chapter Summary	2
Chapter 2 Quiz	5
Total	**27 min**

Chapter 3 Working with Seller Clients: Conducting the Showing

Chapter Overview	1
Lock Boxes	3
Vacant Homes	3
Conducting a Showing & Pets	3
Accompanying the Buyer & Damage to the Property	2
Lock Doors and Windows & Example	3
How to Host an Open House	4
Chapter Summary	2
Chapter 4 Quiz	5
Total	**26 min**

Chapter 4 Working with Buyers with Safety in Mind

Chapter Overview	1
Fiduciary Duties	3
Before the Showing	4
At the Showing	4
Disclosures	7
Home Inspections	4
Crime Rates & Earnest Money	3
Current Market Conditions	4
Example	3
Protection After Closing	3
Chapter 4 Quiz	5
Total	**41 min**

Chapter Totals	**140 min**
Final Exam	10 min
Course Total	**150 min**