



## 10 Commandments of Real Estate Agent Safety

1. **Do not meet a stranger at any property.** Ask to meet at your office (or a public place after office hours) so others can see the prospect. Take a partner (another agent, broker, family member)
2. **Take your car.** Your environment is safer. Never ride with a stranger.
3. **Avoid work after dark.** Close an open house well before dark. Show property only during daylight. If possible, write and counter offers during daylight. If not possible, use a partner.
4. **Dress for safety.** Dress professionally, yet comfortably. Wear comfortable shoes. Avoid expensive jewelry. Do not carry large amounts of money.
5. **Set a showing itinerary.** Use a standard form. Leave a copy with the office or a family member. Let the prospect know that the copy exists.
6. **Use a Prospect ID Form.** Before showing property, have a prospect disclose on a printed form such information as name, address, auto make and model, auto tag, driver's license, local address and two references. Verify the information before leaving.
7. **Use an Agent ID Form.** Make sure your office knows your auto make and model, license tag and credit card numbers.
8. **Establish a coded distress signal.** When necessary, be able to call the office or home with a message that would appear harmless to a prospect but would alert others.
9. **Stop working immediately.** At the first suspicious signal, inconsistent answers or abnormal or strange behavior, cease working with the prospect. Trust your gut feeling. An embarrassing moment or a lost sale is better than the alternative.
10. **Notify your broker immediately.** The broker should decide what action to take at that time.

*Originally posted by Birmingham Association of REALTORS®*