



REALTOR[®] Safety
PROGRAM

REALTOR[®] SAFETY PRESENTATION

MAKE IT HOME.....

nar.realtor/safety



Section 1: Introduction

TRAINER TALKING POINTS

Welcome to this special presentation on REALTOR[®] Safety. Our personal safety is something we all need to keep in mind, every single day. The risks we face are the same for men and women, in urban neighborhoods and remote rural areas.

That's why it's important to provide this training to you—to help you stay safe in common situations you face regularly. We hope that you'll use this information, and other materials available from NAR, to increase your knowledge and awareness and incorporate these core components every day.

There are three sections to this training: safety in the office, safety with clients, and safety at home. By the end of the training, we should all have a better understanding of:

- Safety concerns that are unique to our profession.
- Safety at the office, with clients, and at home.
- Our responsibility for protecting our clients' belongings and personal information.
- Actions we can take to incorporate safety awareness into our personal and professional lives.



All handouts mentioned in this presentation are available online at nar.realtor/safety.

You can print them by training section or individually.

If training session will be broken into three segments, state the date and time for each session, as well as the location, if it is different.

Review room logistics if necessary—location of rest rooms, water fountain, available food, etc. Ask attendees to silence their mobile phones. Let them know if and when breaks are scheduled. If you are presenting one long session, it's recommended that you take a 10- or 15-minute break after the second section.



INSTRUCTIONS

Ensure everyone has the handouts for the section(s) you will cover. Make sure all have a clear view of the monitor or screen if you will be showing the video (beginning with section 2).

TRAINER TALKING POINTS

Today we'll be discussing <safety at the office, with clients, and/or at home>. We're going to cover some possible high-risk situations and how to deal with them or avoid them altogether.

Some of the tips we are going to review today might seem inconvenient, impractical or time-consuming. However, incorporating these tips into your daily routine and making them part of the way you do business can make you safer.

Keep these facts in mind: every year real estate agents across the country are threatened, robbed, and physically or sexually assaulted while fulfilling the everyday requirements of their jobs. Some even lose their lives.

Our first handout, "*Learn From Others' Experiences*," contains recent real-life examples of such crimes; by learning from these incidents, we can make adjustments to the way we do business and avoid violent crimes.



INSTRUCTIONS

Turn to "Learn From Others' Experiences" handout. You don't have to read the entire handout aloud; but mention that all these incidents happened within the past year, and are real-life examples of the serious dangers faced by real estate agents on the job.



TRAINER TALKING POINTS

How do you know if anything like these scenarios has happened in your town or your region?

This next handout gives us some ideas on how to use local resources to stay informed about crime trends and more.



INSTRUCTIONS

Turn to "*Know Your Local Resources*" handout. Again, You don't have to read this aloud. Read the bolded lines, and focus on the section "*Know Your Community.*"

TRAINER TALKING POINTS

Are there steps we can take here that will help us all stay alert to threats in our area?

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