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# Real Estate Safety Protocol

## REAL ESTATE PHOTO

- Your real estate photo should not be seductive or submissive. Criminals look for targets based on their photo.
- Don't put your hand on your neck which is submissive, and do not show more than your face. Both hands under the arms is also submissive body language. Use a photo that has dominant body language like a hand on a hip or hands showing.

## PRE-SCREENING

- Run a background check or use a Look Up App, Forewarn App, or other Apps that have a background check feature. Just enter a phone number, address or name they give you.
- Meet at the office or a place where others are around to check ID and other identification measures.

## VALUABLES

- Do not wear expensive watches or jewelry and wear shoes you could run in.
- Leave your purse, bag or backpack in your trunk.

## SHOWING A HOME

- Remove all distractions when showing a home – be present!
- Owners of the home need to have all valuables out or locked up.
- Don't walk in front of the client/clients.
- Do not go into areas that you can get trapped.
- Three types of typical attacks- bathroom (they say there is something wrong with the toilet leaking so you look down and then they attack.) Hallway or closed spaces. The client asks you to look up at something to distract you.

- Carry a defensive tool and know how to use it. Make sure it is accessible to you.
- Park in the street so you don't get blocked in.
- Auto theft is on the rise and it would be easy for someone to demand your keys at a showing. Put a club in your car for the ultimate protection in case they are there to steel your car. Get the kind with the code and not the key.
- Tips for selling an occupied home - At the beginning of the showing, let them know that the sellers will be returning at any time because they forgot something in the house.
- Know that drug seekers go to these homes to search bathrooms and rooms for prescription drugs or valuables. They often work in pairs to distract you.
- If a person offers too much information (also known as "Too Many Details"), they are usually lying.
- Buyers drive themselves, always.

## **PERSONAL SPACE**

- Know that 2-5 feet is the distance for close friends and co-workers. Anything closer than 2 feet is for intimate partners. Understand that it is not normal to invade someone's personal space.

## **BODY LANGUAGE**

- Pay attention if you feel the person is odd or that you are in danger.
- Trust your gut. If anything seems wrong at all then find a reason to leave the situation.
- Micro expressions can be picked up in 1/25<sup>th</sup> of a second. So, if you feel like you saw an evil glare then you most likely did.
- If your intuition is sending you a warning, then it is best to have a handout with all the features about the house that you want to share and then tell them you need to wait at the front for your boss to bring a contract you forgot to sign.
- Always use Situational awareness- understand that what happens in your environment is not in your control, but your awareness to what is around you is completely in your control.

## **OPEN HOUSES**

- Open houses are most dangerous at closing time. Consider doing virtual open houses. Set up a camera in the main area of the showing.
- Show with another agent or hire another person to be in the home with you.