



# TRAINING TIP OF THE WEEK

## Safety Issues Affecting Realtors®

### APRIL 7, 2019

A man with a stun gun attacked a female real estate agent at an open house in Tinley Park, Illinois. Stanley Keller, who was the only visitor at the open house, asked to see the upstairs bedrooms, the basement, and garage, according to a police report. The agent told police that during the home tour, she felt her body begin to vibrate, and her speech started to slur. When she turned around, Keller had his arm extended toward her with the **stun gun** in his hand, she said.

### APRIL 15, 2019

California police have arrested a woman who posed as a real estate agent in order to swipe tens of thousands of dollars in deposit money potential from homebuyers. According to the investigators, Flores-Morales would offer to buy the home on behalf of the buyer. After they handed over the deposit, they would never hear from her again.

### APRIL 16, 2019

Two real estate pros in Hamilton, Ohio — Kyle Morrical and his father, Phil Morrical III — say they received a call that someone had broken into one of the vacant homes they had listed. When they visited the property to check on it the next day, they encountered a man inside, who threatened to shoot them. When the man attacked, Kyle drew his own gun and held the intruder at gunpoint until police arrived.

### MAY 22, 2019

Toronto police have arrested a man who allegedly posed as a real estate agent in order to pull off a jewelry heist at an open house. Charles Dixon pretended to be a pro to gain access to a broker's open house on May 22 and swiped \$30,000 worth of jewelry from the master bedroom during the property tour, police say. When the homeowners approached Dixon to question him during the open house, he fled the home, according to a police report.

### JANUARY 17, 2019

David Stokoe, a broker in the Salt Lake City area was shot and killed January 17, 2019 while reportedly attempting to evict tenants from a building he owned. David's body was found by police two days later, in a "semi-hidden crawl space" in the building, according to reports. Three people were arrested in connection with his murder.

## WHY are real estate professionals a target?

- In the public eye, portraying an image of success
- Meet unknown prospects at unfamiliar properties
- Maintain odd hours, often showing homes after dark
- Sit alone at an open house
- Handle clients personal information
- Enter vacant properties
- Drive strangers around in cars
- Carry the attitude of "who would harm me?"

This is a Publication of the Cache Valley Association of REALTORS®

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## SMARTPHONE



Many people use hard plastic cases for their cell phones to protect them from being damaged. This case serves to protect the phone, but it could also protect you against an attack.

## POLICIES



Brokers aren't responsible for the safety of the agents in their offices. However, in-house policies help raise awareness to the dangers agents face, and will reduce liability to the office.

## PRODUCTS



Lethal & non-lethal options are available and will leave your attacker help-less, in pain or dead. These include pepper spray, tasers, pocket knife, apps on your phone and firearms.

## TRUST YOUR INSTINCTS

Trusting your gut is trusting the collection of all your subconscious experiences. It's this unconscious-conscious learned experience center that you can draw on from your years of being alive.



## SAFETY TIPS

- 1.** Keep it LIGHT. Show properties before dark, or if you must show after dark, turn on all lights as you enter and do not lower any shades or blinds.
- 2.** Check In. When you have a new clients, ask him/her to stop by your office and complete a Prospect Identification Form ([www.nar.realtor/safety](http://www.nar.realtor/safety)) and photocopy their driver's license to retain at your office.
- 3.** Don't be TOO Public. Don't use you full name with middle name or initial. Always use your office address, or list no address at all. When advertising online, carefully consider what information you'll use.
- 4.** Touch Base. Always let someone know where you are going and when you plan to be back. Advise your broker, co-agent, spouse, family member or friend of your schedule.
- 5.** Bring Up the Rear. When showing a home, always have your prospect walk in front of you. DO NOT LEAD. Rather, direct them from a position slightly behind them.
- 6.** Pick Up Self-Defense Skills. Many health clubs, martial arts studios and colleges offer some type of self-defense class. Take one regularly, as many will forget with they've learned.
- 7.** Take Your Own Car. Never get into the car of a client you don't know. Instead, take your own car to a showing.
- 8.** Flight over fight. The primary goal in any threatening situation is to escape from immediate danger and call for help. Whether or not to fight is a personal decision, but consider the following:
  - Am I strong enough?
  - Have I been trained to defend myself?
  - Is there presence of a weapon?
  - Am I armed with a safety device?