

SECTION 2: SAFETY AT WORK

SAFETY SCENARIOS

WHAT WOULD YOU DO?

Read the following descriptions of typical REALTOR® situations. Think about what would be your normal response, what possible dangers are indicated, and what you could do better to lessen the risks. Use the space to jot notes for discussion.

SCENARIO #1

Marcos stops by the office one night to prepare materials for the following day's appointments. The office is empty, dark and locked when he arrives. After letting himself in, he goes to the back room to make photocopies. Suddenly he hears the front door open. Thinking it might be another agent, he calls out, "Hello?" No one answers.

What would you do in this situation?
How could this situation have been avoided?

SCENARIO #2

Marilyn is showing a model home in a new development to a new client, early on a Saturday before the main sales office opened for the day. She arrives first, unlocks the home and begins showing it to the client. Once they get to the master bedroom, the client tells Marilyn to give him all her money and lie on the ground. She isn't carrying any cash, but the attacker takes Marilyn's wedding ring and a necklace and earrings, as well as her car keys and mobile phone.

What would you do in this situation?
How could this situation have been avoided?

SCENARIO #3

Husband and wife REALTORS® LaMont and Denise return home one afternoon after attending an open house. As they come around the corner, they notice that the back door to their home is open.

What would you do in this situation?
How could this situation have been avoided?

CONTINUED ON NEXT PAGE

SECTION 2
HANDOUT

PAGE 1

SAFETY SCENARIOS HANDOUT CONTINUED FROM PREVIOUS PAGE

SCENARIO #4

While you're on the way to a showing, a client calls to report that he has car trouble and will be late for the appointment. After securing his car and hailing a cab, he arrives within 15 minutes, and you have an enjoyable conversation while showing him the property. In the course of the conversation, he learns that you live on the same side of town. As you are walking out, he casually asks you for a ride home.

What would you do in this situation?
How could this situation have been avoided?