

# real estate agent safety news

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## Education Directors- How You Can be Your Member's Hero and Possibly Save Their Lives

*Here is a checklist for hiring an effective safety trainer who will help keep your agents safe, reduce your liability and make your job easier. Agents will thank you.*

You already know several qualified ethics, contract, forms and marketing instructors. It is just a matter of finding one that can fit your schedule. With all due respect, when it comes time to consider safety training, you typically don't know where to turn.

Here is a checklist to help you filter out the "Instant (and sudden) Real Estate Safety Expert" and/or the "This Uniform Means I Can Teach Agent Safety" .

1. **Ask** for references from previous hiring clients that prove the training was highly-rated, interactive and most importantly, that they would re-hire the trainer.
2. **Confirm** that the trainer has specific experience as a real estate agent to ensure that the training will be reliable and realistic.
3. **Require** a demonstrable track record that proves that the instructor has taught agent safety on a regular and consistent basis. Full-time.
4. **Review and require** agent classroom feedback that allows you to determine that the agents/students found value in the training and actually learned safe work practices.

**\*\*\*AGENT SAFETY TRAINING IS NOT AN AREA TO TAKE SHORT CUTS.\*\*\***

## **BRING IN AN EXPERT TO TEACH THE GRI SAFETY CLASS!**

*If you host GRI classes, you have a built-in opportunity to provide qualified safety training by an expert who can help you reduce liability and keep your agents safe!*

816.372.0939 Mobile/Text Number

safetyandsecuritysource@gmail.com

Find agent safety info @:

safetyandsecuritysource.com

## Why Lawyers Call Upon me as an Expert, What They Want and How You Can Avoid Being Sued

If someone/anyone (sellers, buyers and/or agents) are victimized, they usually want to sue someone. The goal is to find fault and place blame on who failed the victim. **Lawyers ask me what the requirements are for safety training, There are typically none!** Bottom line, is there a plan in place to have prevented this crime and future crimes? Did your organization do everything in its power to prevent this crime?

**Q: How can your association/board and sales company, avoid being the subject of a lawsuit?**

A: Take safety training seriously.

1. Show that safety isn't an afterthought. That can be accomplished by showing that you have a qualified safety trainer who is a known expert in the field with a successful track record.
2. Show that you have regular training; not just once a year or after a crime.
3. Don't let your safety training consist of just directing your agents to a website or a Power Point filled with safety tips
4. Make sure your expert trainer includes information on keeping clients safe, including sellers and buyers.

## FACING THE MEDIA (and Your Board) AFTER A CRIME AGAINST AN AGENT

No matter what size town or city you live in, a crime against an agent will occur there, or close by, at some point. Once it does, the media (your members and your board members) will come to you or your association/board or sales company for a comment on what you have done to prevent this type of crime from occurring and how you will prevent it in the future.

**Q: What do you say when asked what you have done to prevent this current crime and future crimes?**

A: Have a prepared copy of your Safety Plan (this is good to have for future members and agents anyway, as one of your benefits). The plan should outline concrete steps that you have taken, will take and the training offered to all agents. Be careful to not blame the victim.