



**STEVEN R. GREENBERG, ESQUIRE**

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**Presents:**

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**Tips & Tricks on How to  
Stay Safe as a Real Estate  
Agent**

**Icard, Merrill, Cullis, Timm, Furen, & Gindsburg, P.A.  
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# Welcome!

**Knowledge is Power. Power is Confidence!**

**Please feel free to contact me, Annette Bentley-Reilly, Director of Marketing for:**

**~Title Quotes~  
~Procedural Questions~  
~Contract Pick-Up~  
~HOA & Condo Documents~**

**For your convenience, I am available days, evenings, and weekends via cell phone at 941-586-4412 or by email at [Abentleyreilly@icardmerrill.com](mailto:Abentleyreilly@icardmerrill.com)**

**Should you have any further questions, I can be reached at my office:  
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**STEVEN R. GREENBERG, ESQ.  
NATALIE G. COLDIRON, ESQ.**

# TIPS & TRICKS ON HOW TO STAY SAFE AS A REAL ESTATE AGENT

## 1. BUYERS

### A. New Customers

- i. Establish first meeting requirements.
- ii. Confirm the referral.
- iii. Google search.
- iv. Social Media.

### B. Showing Property

- i. You take the wheel! Always drive your own vehicle.
- ii. Turn on all lights and open all shades.
- iii. Have a buddy system.
- iv. Have your prospect walk slightly in front of you.
- v. Advise a team member or manager of your schedule

## NOTES:

## **2. SELLERS**

### **A. Listing Appointments**

- i. Verify ownership of property and all information received.
- ii. Preview neighborhood in advance.
- iii. Google Search.
- iv. Schedule appointments in daylight hours if possible.
- v. Bring a colleague or partner.

### **B. Open Houses**

- i. Have seller lock up all valuables/medicines.
- ii. Always use a sign in sheet.
- iii. Always wear you Realtor ID.
- iv. Make sure you park where you will not be blocked in.
- v. Keep your keys and phone with you at ALL times.
- vi. Check all rooms and backyard prior to locking up.
- vii. Have an emergency route plan.

## **NOTES:**

### **3. REALTOR AWARENESS**

#### **A. Dress for Safety**

- i. Wear clothing that is comfortable, not restrictive.
- ii. Avoid wearing expensive jewelry or accessories.

#### **B. Go with Your Gut!**

- i. Phone calls with potential customers.
- ii. Working with buyers or sellers.
- iii. Open houses

#### **C. Be Aware and Know Your Surroundings (Ask yourself questions)**

- i. Is there any questionable activity in the area?
- ii. Are there any suspicious people around?
- iii. Do you observe any places to hide?
- iv. Do you have an uneasy feeling?

### **NOTES:**

## **4. PROTECT YOURSELF**

### **A. Self-Defense**

- i. Concealed Weapons Permit.
- ii. Mace.
- iii. Pepper Spray.
- iv. Self-Defense classes

### **B. How to get a Concealed Weapons Permit**

- i. <https://www.gunstocarry.com/gun-laws-state/gun-laws-florida/florida-concealed-carry-application/>.
- ii. Bullet Hole (941) 957-1996.
- iii. Take Aim (941) 351-4867.
- iv. Shoot Straight (941) 360-2335.

### **C. Where to Purchase Mace, Pepper Spray, and Self-Defense Classes**

- i. Target/Walmart/Amazon
- ii. RASM
- iii. Karate/Tae Kwon Do (Search online)

## **NOTES:**