



**PUTTING REALTOR® SAFETY FIRST:  
SAFETY STRATEGIES FOR THE MODERN REALTOR® (V2.0)**

TIMED OUTLINE  
(3-HOUR COURSE)

### **Suggested Timing**

---

Introduction	5 min
Module 1: Your Personal Safety	55 min
Module 3: Safety with Buyers	70 min
Module 4: Safety with Sellers	50 min
<b>Total:</b>	<b>3 Hours</b>

### **Suggested Schedule**

---

Introduction	8:30 am – 8:35 am	5 min
Module 1: Your Personal Safety	8:35 am – 9:30 am	55 min
Module 3: Safety with Buyers	9:30 am - 10:40 am	70 min
Module 4: Safety with Sellers	10:40 am – 11:30 am	50 min



## Timing by Module

---

### Introduction

NAR's Safety Program	5 min
<b>Total:</b>	<b>5 min</b>

### Module 1: Your Spheres of Safety

Real Estate—A High-Risk Business	5 min
Why Is Real Estate Risky	5 min
What Do Other Real Estate Professionals Say	5 min
Understanding Criminals, Crimes, Motivations	5 min
Sharpen Your Safety Sense, Listen to Instincts	5 min
10-Second Safety Scan	5 min
How We Respond to Threats and Attacks: Three Phases	5 min
Fight or Flight	5 min
Should You Take a Self-Defense Class?	2 ½ min
Should You Arm Yourself	2 ½ min
8 Criteria for Choosing Safety Products	5 min
Learn More: Webinars and Videos, More Safety Tips	5 min
<b>Total:</b>	<b>55 min</b>



### Module 3: Safety with Buyers

First Meetings	5 min
Equal Professional Services	5 min
Background Checks? Yes or No?	5 min
Who Knows Your Location?	5 min
Arriving at the Property	10 min
Risky Locations	10 min
Showing Vacant Properties	5 min
Red Flags	10 min
Exercise: What Would You Say?	10 min
Learn More: Webinars and Videos, More Safety Tips	5 min
<b>Total:</b>	<b>70 min</b>

### Module 4: Safety with Sellers

Listing Appointment Safety	10 min
Property Showing Safety for Sellers	15 min
Open House and Model Home Safety	15 min
Best Practices: Photography and Virtual Tours	5 min
Learn More: Webinars and Videos, More Safety Tips	5 min
<b>Total:</b>	<b>50 min</b>