

# 10 STEPS TO A



# SAFE OPEN HOUSE



- 1. Park where you cannot get blocked in.**  
Take a few minutes to make sure you have a clear line of sight to your vehicle, free from trees or shrubbery that could serve as a hiding place.
- 2. Meet the neighbors. There's safety in numbers.**  
Introduce yourself, point out your car, and invite the neighbors over to the open house.
- 3. Advise clients about valuables.**  
Get to an open house early, allowing yourself time to do a walk-through with the clients to point out items they need to secure.
- 4. Be aware and work in teams.**  
The #1 place agents are attacked is the front door. When opening a KeyBox, turn your back against a wall to avoid being attacked from behind. Or invite an affiliate, such as a home inspector, to sit in on the open house with you.
- 5. Establish your escape routes.**  
Walk around the house and notice how to get in and out of rooms. If there is a fence in the backyard with a gate, unlock it for an easy exit.
- 6. Set up for safety.**  
Hang decorative bells on every outside door that you have unlocked. This will alert you whenever someone enters the house. Leave your purse or briefcase in the trunk of your car before entering the house. Carry only what you need.
- 7. Check out your guests as they arrive.**  
As soon as someone comes in, introduce yourself and direct them to a sign-in sheet. Ask yourself, 'Is this someone I'm comfortable to be alone with?' If not, enlist your support team.
- 8. Never turn your back on a prospect.**  
Let prospects walk in front of you. Both men and women can be violent, so this advice applies regardless of the visitor's gender.
- 9. Never go into rooms without an escape route.**  
When showing visitors around, never go into rooms with no escape routes, instead direct visitors to those rooms.
- 10. Close up in teams.**  
If another agent is doing an open house nearby, offer to walk to theirs and close up with them, then both of you can go to your house to do the same.