



Safety at Open Houses

An open house can be a great sales tool, but it also exposes you to numerous unfamiliar people at once. Take these steps to stay safe:

1. Host the Open House with a Partner & control the traffic. One family in one family out.
2. Check your cell phone's strength and signal prior to the open house. Have emergency numbers programmed on speed dial.
3. Upon entering a house for the first time, check all rooms and determine several "escape" routes. Decide if you want to unlock all deadbolt locks to facilitate a faster escape.
4. Make sure that if you were to escape via the rear door, you would be able to continue your escape from the backyard. Be aware of locked gates & high fences.
5. Place one of your business cards, with the date and time written on the back, in a kitchen cabinet. Note on it if you were the first to arrive or if clients were waiting.
6. Have all open house visitors present ID and you sign them in. Also, ask for phone number and e-mail.
7. When showing a house, always walk behind the prospect. Direct Them - Don't Lead Them. Say, "The kitchen is on your left." (Gesture them to go ahead of you.)
8. Avoid attics, basements, and getting trapped in small rooms.
9. Notify someone in your office, a friend or a relative that you will be calling in every hour on the hour. And if you don't call, they are to call you.
10. Inform a neighbor that you will be showing the house and ask if they would keep an eye and ear open for anything out of the ordinary.
11. Don't assume that everyone has left the premises at the end of an open house. Check all of the rooms and the backyard prior to locking the doors. Be prepared to defend yourself, if necessary.

The most dangerous time is at the end of the open house!