**Drive with NAR: The Safety Series**

**What Should Workplace Safety Look Like in Real Estate?**

Dave Legaz ([00:00](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

You're locking up your open house and you get that late straggler, Hey, I'm sorry, hit traffic. I need to get in. Don't let them in. That could be a predator knowing that no one's gonna follow them afterwards.

Tracey Hawkins ([00:12](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

You're listening to Drive With NAR: The Safety Series, powered by REALTOR® Magazine and NAR’s REALTOR® Safety Program. Listen in as real estate pros share stories of survival from the field and safety experts offer tips to keep you and your business secure. Find all the safety resources you need at nar.realtor/backsplash safety.

Hello everyone, I am Tracey Hawkins. I'm also known as Tracy, the Safety Lady. I'm a former real estate agent and I've spent the past 28 years traveling the country, both in person and virtually and even internationally, teaching agents and brokers how to build their business, increase profits, reduce liability and protect the consumer. My goal is to reach all 1.5 million REALTOR®s and to prove that expert led safety does not have to be boring. I am honored to welcome two special guests today. I believe in lessons learned from your fellow REALTOR®s and hearing from other subject matter experts. One of our guests today is Nina Wiseman. She's a broker with Listing Leaders in Valparaiso, Indiana. Hi Nina.

Nina Wiseman ([01:20](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Hi. I'm honored to be here.

Tracey Hawkins ([01:22](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

And Dave, your reputation precedes you. Dave Legaz is a broker with Keller Williams Realty Landmark in Flushing, New York. Dave is also a former New York police sergeant and co-author of “Safe Selling, a Practical Guide for Preventing Crime Without Sacrificing the Sale.” He is also responsible for petitioning NAR to create the Safety Advisory Committee and was appointed as first chairperson in 2020. Hi Dave.

Dave Legaz ([01:48](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Hey Tracey. Thank you so much. I'm honored to be here.

Tracey Hawkins ([01:50](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

So what we're going to do today is we're going to talk about the safety and security culture in real estate. I want to define it first. Typically people think it's an abstract concept, but I believe that it is the foundation of an organization. It should be baked in. A safe and secure culture is demonstrated when you have expectations that safety and security is a priority. What I wanted to do is ask Nina to share your story about what happened to you as much as you're comfortable sharing. And then after you share that story, I'm going to ask whether or not, or what your view is regarding safety and security in the real estate industry. So will you please share your story?

Nina Wiseman ([02:30](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Yes. I was a victim, and I hate to even use that word of sexual assault. I was raped when I went to show a house. Somebody had called the office, they sent the call over to me. They wanted to look at a vacant property in Hammond which is in the territory I work. So it wasn’t a problem. They gave me a phone number. We finally pointed down a time and a date. I showed up a couple minutes late, the street was all full of cars. I parked way down the street, walked up and two gentlemen were standing there, and I introduced myself and asked if they were, you know, the client I was meeting. They said yes. Now, let me explain. When they had called me, they said they were an investor and it was a cash deal. They wanted to look at this vacant property. When I went to give them a call back, the phone number didn't work.

Nina Wiseman ([03:36](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

So I assumed I wrote down the wrong phone number. Who would think that somebody's going to be calling me to do something bad? So I just assumed I made a mistake and I wrote down the wrong phone number, even though my gut told me something's not right. It just didn't seem right. They didn't send me proof of funds, which I didn't care. I was like, I'm going to run out. I’ve got to show this house because if I tell them meet me at my office, they're going to pass quite a few offices, different REALTOR®s on the way, and if they do, they're going to find a different realtor and they're going to say, forget her. So I wanted to be the one to get that sale. I was newer in the business, had only been in a couple years. I just really wanted that sale <laugh>. So I went there. Then I walked up the walkway with the guys, and I know it's crazy, but I had like this sickening gut feeling before this happened.

Nina Wiseman ([04:38](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

One of the gentlemen said to me, uh, Nina, do you have any uh, weapons on you? How do you protect yourself? Now, that was a huge red flag, but for me, I thought, God, what an odd question to ask. And I said, no, I don't have anything. At that point I should have turned around, but I did not. I continued on walking up the walkway, used the combination lockbox, opened it up, put the key in the door. Next thing you know, they pushed me inside and it was over before I knew it. I left. I was really scared, and all I kept thinking is, why didn't I do the things that you're told to do? Why didn't I have them come meet me at the office? Why didn't I ask them for that proof of funds upfront? Now, since this has happened, and it took over a year before I even wanted to show houses again.

Nina Wiseman ([05:40](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

But since that's happened, I've totally changed my business around. And to be honest, my business has done better because I treat it as a business. Now, I'm a professional when it comes to showing houses and talking with new homeowners, with new buyers, with investors, whatever. I have them either meet me at my office and if they can't meet me at the office, I've already talked to title companies, lenders, banks in the local area, and I've asked them, would it be okay if I bring my client in there to meet with, me before I show them houses? Every single one are more than happy to allow me to do that. Also, when I go to show a new client the first couple of times a house, I actually bring somebody with me. I never ever show an open house by myself. I call lenders. They're more than happy to sit in in an open house. They actually bring snacks. They're ready to take pre-approvals. And my sellers absolutely love that, that I bring a lender along. And so again, I just treat it like a business now. And because of that, I feel safe and I actually think my clients feel safe.

Tracey Hawkins ([07:04](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Thank you so much for sharing your story. It was awfully brave of you and we appreciate it again because of the lessons that can be learned. Now, you said a few things I wanted to talk about. You said your gut and something crazy. First and foremost, your gut is there to protect you. It was telling you, it was warning you, your instinct, intuition, gut six sense fight or flight, or even my friend Carla calls it spidey sense. That is your built-in survival mechanism warning you of danger. So thank you for mentioning that because I want other agents to know that you do have a warning signal. And then you also shared, I hear regret in your voice. You survived, Nina, you survived. You are here. Don't regret what happened. You're not to blame. But what I liked that you did is that you're now warning other real estate agents what they need to do, and more importantly, you learned a lesson.

Tracey Hawkins ([07:58](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

So you are doing things differently now, but the fact that you were willing to take another agent or someone else with you when you work, that is something that I want all to know is an option for you. You can always find a new agent, someone who wants to learn, who is willing to go, and then the open house concept having a lender with you. They never say no. Now let's talk to Dave. Dave, can you share a little bit about your background as a police sergeant and then your role in the real estate industry?

Dave Legaz ([08:27](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

I've learned that the real estate industry made a mistake by assuming that crimes against agents were opportunistic street crimes and with rare exception, crimes against agents are predatory crimes. And it meets all the classic predatory behavior patterns where a predator must shop for a victim, must choose a victim, must research the victim, must pick a site, must come up with a plan on how to get that victim alone at the site, how to get that victim isolated so they cannot be seen or heard during the attack. The predator must execute all those plans and then make the attack. And clearly these are not opportunistic street crimes committed by impulse criminals. This is an obsessive compulsive behavior pattern where the predator actually gets a high off every stage of planning and attack. And unfortunately, we were taught about situational awareness when the police departments used to come to our offices and brokerages to teach about safety.

Dave Legaz ([09:20](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

And it's more than situational awareness. It's how we have to learn how to prevent us being a victim that would attract a predator and a predator's motive is power and control, and they're attracted to agents who show signs of weakness, subservience and vulnerability. And their goal is to isolate you. So you cannot be seen or heard when they attack and they'll arrange to meet you in a vacant home like they did. Nina, Nina, thank you so much for your courage and bravery today. You sharing your story, you're definitely helping the others out there with that advice. We're learning from all of all of what happened to you. So thank you so much again for sharing.

Nina Wiseman ([09:54](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

You're welcome.

Tracey Hawkins ([09:55](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Dave. What you're saying, it's completely opposite of what real estate agents currently think. They don't think that they are the target of predators. What message can you give to them to let them know that they need a different mindset, that it's time to look at things a little differently. That goes from everything from pictures that they post on social media as well as videos and the marketing messages. What message do you have that will help them understand that this is a whole totally different mindset than we've had in the past?

Dave Legaz ([10:24](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Let's talk about criminology 1 0 1. So the anatomy of a crime starts with the motive, which is a reason we have no control of the predator's motive you need means, which is the ability and opportunity, which is a chance to commit a crime. So picture a three-legged stool and one has motive, one has means and one has opportunity. If you're able to prevent the means or opportunity, you will not have a crime. So how do we remove the means? The ability for us to get attacked? And it starts with what I call smart marketing. And I was a victim of this too, where I would share too much personal information. I would tell the buyer, Hey, I live around the corner in that brick house. We go to this church on Sunday, we go to this after school program, our kids go to the soccer field. And what we just did is give all the information about us and our family and how we could be attacked by a predator. And when I co-authored the book with Lee Goldstein, we interviewed victims and they had seen people that they showed homes to stalking them out at the soccer field as they pick up their kids because we gave them all that information.

Tracey Hawkins ([11:24](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Thank you for that. Now, Nina, after what happened to you, do you think that your colleagues take safety seriously? Are they doing anything different after hearing your story?

Nina Wiseman ([11:34](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

I think some of them do, but I think a lot of the new agents coming into the business, I think they really don't take it seriously. I've heard some say, oh, that'll never happen to me. I've had to step up and say, yes, it can happen to you, it happened to me. I feel that it doesn't matter if you're male or female, we're perfect candidates for any type of crime.

Tracey Hawkins ([12:01](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

I agree. And thank you for bringing up that point. Which leads to the next question. Now you mentioned male as well as female agents. I have interviewed several male agents and then when I talk to male agents, when I tell stories during my presentation, most of the stories in the past two and a half years have been crimes against male agents. Dave, will you speak to your thoughts about male agents in this industry? Tell us what you are thinking and what you see out there and how do we fix this?

Dave Legaz ([12:31](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

There's a perception out there that it's not going to happen to me. And just like Nina said, sometimes scare tactics won't work, but every agent has felt uncomfortable at least once during a showing or an open house. As a matter of fact, the NAR member safety survey showed that 23% of the agents work in fear. So that's 345,000 of our members actually work in fear. And that's a lot. So I think if we could connect to that fear aspect, I think we'll be able to retrain and be a little more conscious of what we do. But there are statistics out there that show that 30% of the victims were male victims, and they usually end in a more deadly outcome.

Tracey Hawkins ([13:08](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

I one time had a male agent get up and left the room and I said, why did he leave? And one of the agents behind, she said, because he heard that we were talking about safety and he thinks that that is a woman's crime. The most recent crimes against agents again have been male. That includes murder, assault, robbery, and even a carjacking and kidnapping. So it can happen. Dave, what is your message to all agents about who can be targeted and who should be careful?

Dave Legaz ([13:37](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

We definitely have to change culture. And in order to change culture, you need what I call the three Cs commitment, consistency, and congruency picture like an ocean liner where nothing ever happens that easily, but a slight turn. And if you're constant and congruent with each other, the ship will turn. And, I think that's one of the reasons why I petitioned NAR to create the safety committee because it does start with the leadership and the leadership was very accepting of that. But the brokerage does have a responsibility to keep the agent safe. As a matter of fact, a good safety program and at a brokerage is a good retention tool for agents as well. You're going to keep more agents if you show that you care for them. So what I do in my office is we have a safety segment at every office meeting, five to 10 minutes we'll show a video or some tips from NAR.realtor/safety, some of the recorded trainings there. And we give public kudos to agents who assisted in a showing or an open house and we reward them with some public praise. Because once you reward that desired behavior, you're going to start changing the behaviors of others as well.

Tracey Hawkins ([14:41](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Excellent point. And I have ways that brokerages can increase the safety culture in their office. And one is a safety committee and the safety committee should be charged with, as you said, providing safety information during every single meeting. Every correspondence, whether it's online, a letter or email, there should be some kind of safety tip or information. The office should look like a safe office. I like the safety inspirational posters. Every quarter or so, they need to have some kind of expert led safety training. First and foremost, we need to understand in this business there's no such thing as a one size fits all or one solution is for everyone. In the real estate world, when we talk safety, I believe in safety in layers. So that includes having a safe practices workshop. That's something that should happen on a regular basis. If people are comfortable with self-defense training, you need to realize that one time isn’t enough. If you're going to take self-defense training, you need to do it on a regular basis. And then let's also talk a little bit about weapons. But we need to keep in mind that the National Association of Realtors does not have a weapons policy. I forgot to mention pepper spray, which is always number one when NAR does the annual residential member safety report, followed by actual firearms. Dave, what’s your opinion?

Dave Legaz ([16:01](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Right? So that survey also showed that 51% of our membership carries some sort of self-defense weapon. And that trend have increasing over the years since the survey was conducted in 2015 and 43% of the men or 54% of the women do carry self-defense weapon with females 26% of the time carrying pepper spray and males, 13% possessing firearms. You’ve got to be very careful. You know, there are stories out there where victims felt a false sense of security because they had a gun on them and they were still sexually assaulted because they couldn't get to that gun. It may be in their purse, it may be on the counter. But if you are going to possess a firearm, as a police officer, we had to qualify twice a year, not only in target practice but gun retention and gun safety. Because often a weapon could be used against you. Every cop is trained how to disarm someone in hand-to-hand combat. So that means that civilians should do it, too. The predators also know how to do that if they took that training. And a lot of this unfortunately can't be found online, but if you are going to carry a firearm, just know that your brokerage, your association, a homeowner, an office building may prevent you from carrying that into their premise.

Tracey Hawkins ([17:09](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Let's talk a little bit about that first meeting and Dave, as a broker, you probably can attest to this, even before Covid and for the 28 years that I've been doing this, we always told our agents to have that first meeting in the office and the goal was to increase witness potential and secondly, the business part of it, make sure you're getting the information, make sure they're qualified. The pandemic reinforced this. Something that I think should have been done all along is the virtual first meeting. So what I say regarding a first meeting, the goal is to kind of gauge the temperature of who you're meeting to see how motivated they are. And it also can be a safety tool. I know you all remember the story about the two real estate agents and the home inspector in California who went to a listing appointment with two siblings. One didn't want to sell the other did, and then the one who didn't want to sell, shot and killed the home inspector and shot the two real estate agents. What I'd like to say the lesson learned there is maybe a first meeting could have let you know that there's maybe a hostile situation that you need to be, be careful about. Dave, what are your thoughts about that first meeting and what do you tell your agents to do to keep it safe?

Dave Legaz ([18:17](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

So that first meeting, not only is it for a buyer consultation to find out about all the properties, they may be interested in making sure they're pre-approved and checking their ID, but what it also does, it gives you an opportunity to listen to them, to listen to your body. Is your body giving you any signs or signals that something may be a little off where you may decide to take a buddy with you on the appointment or decide not to go on that appointment alone? If you happen to meet the customer blindly for the first time at a property, you really don't have that much space there to get yourself out of a situation. But when you meet with them prior, you could kind of get that, see if you have an uncomfortable feeling prior to that appointment. We talked a little about open houses before, just know that the most dangerous time is at the end of the open house because a predator knows that when the open house ends at 3, no one else is going to be following behind them. And now you're just a sitting duck. So if you're locking up your open house and you go to your car and you're pulling your signs and you get that late straggler, “Hey, I'm sorry hit traffic, I need to get in,” don't let them in. That could be a predator knowing that no one's going to follow them afterwards.

Tracey Hawkins ([19:19](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

I strongly believe that a safe and secure culture, it is supported when we have a psychologically safe environment. And sometimes people say, what are you talking about? We're not talking about psychology. There are two news stories about real estate agents who work for two real estate companies who were assaulted in the line of duty and in one situation they were assaulted by a fellow agent. They didn't say anything, they didn't speak up because they didn't feel psychologically safe. The next thing you knew there was in the headlines. So, my message is, if you are a leader in a real estate company, association or board, you need to make sure that your people feel comfortable coming forward. They don't have to worry about retaliation, retribution or punishment. And that is probably the core standard for any real estate association or organization. Nina, you mentioned that you carried a weapon. Talk to us about the training and then your mindset carrying the weapon. And we don't live in regret, but do you think the time that you were assaulted that a weapon would've helped you?

Nina Wiseman ([20:22](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

I actually went to school after what happened to me to learn how to use a gun. I am actually a really good shot. I have asked myself many times, could you actually kill somebody? Because if you pull out a gun and you go to shoot somebody, you need to keep that in mind. I do carry pepper spray and I actually have one that where it leaves a dye on their face, a red dye. And as far as that day that that happened to me, I think back that if I would've had a gun, I don't think it would've mattered because as I said, they pushed me in from behind. And to be honest, I feel like probably if I had a gun, things might have went worse than what happened. I think they may have been able to use that gun on me. So I'm glad I did not have that type of weapon.

Tracey Hawkins ([21:19](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Dave, more and more agents are armed and I do talk to agents who carry pepper spray, but I'm finding guns are more prevalent. Will you share a thought about agents who decide to carry guns?

Dave Legaz ([21:31](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

A lot of people carry weapons. Again, know the laws, practice it and be safe with it. But you don't always have to resort to a weapon. You can also remove the opportunity of being a victim by doing four absolutes. And years ago, NAR used to say always bring a buddy with you. We know always means never, because you can never really always bring someone. But if I give you four absolutes when you should bring a buddy, it's going to keep you safe. One, when the property is vacant because the predator selected that property when the property has poor cell phone coverage because you won't be able to call for help or you use your safety app if you have that uncomfortable feeling prior to the appointment. And then if you haven't closed a deal in a while, you may be too eager to listen to that voice inside your head that something may be wrong. So if the property's vacant, poor cell phone coverage, you haven't uncomfortable feeling or you haven’t closed a deal in a while, you should truly bring a buddy with you. And it doesn't have to be a licensed person, it could be a spouse, it could be a friend, you know anyone that could be there because your predator's not going to attack you because you're not alone and you're not weak, vulnerable, or subservient when you bring someone with you.

Tracey Hawkins ([22:32](https://www.temi.com/editor/t/5quR2H4YZvYRYv_dsvFn1iypb7cJL6622VkbBGl_GRtv_EGSCmZmyLTyt4vXhbos-6PNCQZ404wpuRcG0BMUJJR253U?loadFrom=DocumentDeeplink)):

Right. Excellent point. And someone doesn't have to be a big guy with big muscles. Anyone who's alert and aware paying attention increases witness potential. So there truly is safety in numbers. Okay, well I want to thank both of you so much for being here today for participating in the first conversation of this safety podcast series and I look forward to many more. Everyone be safe. Thank you for joining us on Drive With NAR: The Safety Series. New episodes of the Drive With NAR podcast drop twice a month at magazine.realtor/drive or wherever you get your podcast. NAR does not endorse any product or mention any during this episode and does not take a stance on any specific safety tool. Members are encouraged to use only those safety tools in which they're properly trained. Find more safety resources at NAR.realtor/safety.