



### **Real Estate CE Courses**

Knowledge, Awareness, Empowerment: Basic Realtor Safety

Safe Practices in Action: An Interactive Realtor Safety Program

That's Not Me!: How to Avoid and React to Identity Theft

No Victims: The Real Estate Risk Reduction Course

“It Can’t Happen Here”: An Employer’s Guide to Preventing Workplace Violence

Be an Empowerment Broker: How to Protect Your Company’s Most Valuable Assets

Stressed Out or About to Snap? Recognizing Potential Threats from Coworkers & Clients

The Most Dangerous Part of Your Day: Open Houses & Listing Appointments

Safe Showing: Commercial Real Estate Safety

### **General Education Courses**

A Safety Program for Meeting Planners and Education Directors

Save Your Karate Kicks for the Gym: Real-world Advice on Women’s Self-defense

Workplace Best Practices for Protecting Your Clients, Protecting Yourself

### **KNOWLEDGE, AWARENESS, EMPOWERMENT BASIC REALTOR SAFETY**

Every year, real estate agents around the country are threatened, robbed, or physically or sexually assaulted while fulfilling ordinary, everyday requirements like showing a property or hosting an open house. Some even lose their lives. By learning from these unfortunate and sometimes tragic incidents, you can make simple adjustments to the way you do business—and avoid violent crimes. Our safety program provides knowledge, awareness and empowerment techniques.

### **SAFE PRACTICES IN ACTION AN INTERACTIVE REALTOR SAFETY PROGRAM**

What would you do if you were attacked? Do you know how to defend yourself? This seminar reviews general personal safety and is suited for all audiences. Participants will learn a variety of ways to protect themselves and how to react to situations. You will participate in realistic scenarios where you’ll learn how to make someone let go of you and practice escape techniques.

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## THAT'S NOT ME!

### HOW TO AVOID AND REACT TO IDENTITY THEFT

Identity theft is the fastest growing crime in America today. The Social Security Administration has declared it a national crisis. Identity theft can happen to anyone, in any number of ways. Identity thieves can steal your money, harm your credit rating, and damage one of your most precious possessions—your good name! The good news is that there are steps you can take to protect your personal information. Learn from an expert, and then pass his advice on to your clients.

## NO VICTIMS

### THE REAL ESTATE RISK REDUCTION COURSE

In this program you will learn the top five vulnerable situations for real estate professionals and how to stay safe in each one. You will also learn about policies and action plans that can help you avoid dangerous situations. Lastly, we will provide you with tips and techniques on what to do if something should happen.

## BE AN EMPOWERMENT BROKER

### HOW TO PROTECT YOUR COMPANY'S MOST VALUABLE ASSETS

Brokers have multiple responsibilities for providing a safe and healthy workplace for your agents. In today's world, a safe workplace not only means protecting agents physically and emotionally but also financially. As a broker you have many responsibilities; from staff, to budgets, legal issues, and political issues. In addition to all of this a new task has emerged for Brokers. With many agents working from home you must provide agents information for safety issues in their home office as well as in your office. This program will assist you in reducing your liability by addressing new laws and regulations to better protect yourself and your agents.

## "IT CAN'T HAPPEN HERE"

### AN EMPLOYER'S GUIDE TO PREVENTING WORKPLACE VIOLENCE

Workplace violence is the #1 cause of death or injury on the job for women, and the third leading cause of death or injury for men. Knowing how to identify and decrease the opportunities of violence in the workplace (and in your personal life) is crucial to increasing productivity and reducing liability and absenteeism. S.A.F.E. is committed to educating and providing employers with the tools they need to reduce these dangers and utilize the resources they currently have in-house.



## STRESSED OUT OR ABOUT TO SNAP?

### RECOGNIZING POTENTIAL THREATS FROM COWORKERS & CLIENTS

There are external and internal factors that can impact your safety and the safety of your clients. Following established plans and procedures can greatly reduce your risk from external factors—but what about internal factors? In these trying times, it's critical to be able to recognize and react when one of your fellow agents or a client might be seriously overwhelmed with their circumstances.

With foreclosures, lengthy short-sales cycles, constant regulatory changes, and the challenges of getting mortgage financing, compounded with layoffs and investment losses, everyone is a little stressed these days. How do you know if someone might be in over their head and struggling? Learn what to look for, what questions you should ask, and who you should alert if you suspect that someone's behavior indicates they may need professional help.

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## THE MOST DANGEROUS PART OF YOUR DAY:

### OPEN HOUSES & LISTING APPOINTMENTS

When showing a home, your primary focus is on your clients and whether or not they like the property, right? Sure, but don't let that keep you from being aware of your safety. Whether you are hosting an open house, privately showing a home or conducting a listing appointment, there are guidelines and procedures to follow that will keep you as safe as possible. Learn what you should do before, during and after these appointments to maximize your safety and the safety of your clients.



### SAFE SHOWING: COMMERCIAL REAL ESTATE SAFETY

You may already be aware of the dangers you face when showing a home or hosting an open house—but those dangers are compounded when you show a commercial property. There you are—often working alone, meeting a stranger in a large, unoccupied building—sometimes without power and with little or no cell service. Learn how to minimize the dangers of showing commercial property, without affecting your sales.

### A SAFETY PROGRAM FOR MEETING PLANNERS AND EDUCATION DIRECTORS

Education directors, instructors and meeting planners juggle a lot of responsibilities and diversions every day. When coordinating an event, no matter how small, you are focused on the details and to-dos, and may not pay attention to potential dangers around you—such as when you are the first to arrive on-site and the last to leave. And in addition to protecting yourself, one of your many responsibilities includes looking out for the safety of your members and association staff. In this program, we'll bring you up to date on safety and security in your field, covering a few basic reminders and some other issues that may come up that you may not have considered.

### SAVE YOUR KARATE KICKS FOR THE GYM: REAL-WORLD ADVICE ON WOMEN'S SELF-DEFENSE

You've seen it in movies: A girl walks through an isolated parking garage. Suddenly, an evil-looking guy jumps out from behind an SUV. Girl jabs bad guy in the eyes with her keys, or maybe she kicks him in a certain sensitive place. Either way, while he's squirming, she leaps into her car and speeds to safety.

That's the movies. Here's the real-life action replay: When the girl goes to jab or kick the guy. He knows what's coming and grabs her arm (or leg), pulling her off balance. Enraged by her attempt to fight back, he flips her onto the ground. Now she's in a bad place to defend herself and she can't run away.

Many people think of self-defense as a karate kick to the groin or jab in the eyes of an attacker. But self-defense actually means doing everything possible to avoid fighting someone who threatens or attacks you. Self-defense is all about using your smarts, not your fists. This keynote will teach you specifically how to make someone let you go or get them off of you.



## WORKPLACE BEST PRACTICES FOR PROTECTING YOUR CLIENTS, PROTECTING YOURSELF

Invite S.A.F.E. to take a close look at your organization's basic safety practices. We'll examine and discuss best practices for your office and other workplaces—such as REALTORS' home offices. You'll get a valuable outside perspective on how secure your home and office truly are, and how safe you are in your everyday life. These are lessons you can share with your clients to help them become more safe, as you strengthen your relationship with them.

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