



**February 21, 2020**

## **PUT YOUR GUT IN YOUR SAFETY TOOLBOX**

The SAR received a call from a member this week about a potential client that made them feel “something” was not right. Tracey Hawkins, a former real estate agent wrote an article in 2013 that explains the importance of listening to your gut feelings. Below are 4 tips from the article.

“Here are 4 things that you need to start doing today to respect that inner voice and to ensure that you are not victimized when you can avoid it:

1. Acknowledge that like all animals in nature, we all possess a gift that allows us to sense danger. However, we are the only ones who routinely ignore it in the interest of being polite. We all have a built-in survival mechanism that is hardly ever wrong. Think about situations where you had a “bad feeling”, or were uncomfortable. That was your gut warning you. Once you are aware of what that feels like, be in tune with it and learn to recognize it. Don’t try to figure it out or to use logic. Just listen and escape the situation.
2. Respect that inner voice and act on it without hesitation and without questioning the validity. Once you get a bad feeling about a potential client, a showing situation, or even strange behavior in an open house, believe that feeling. Do some research on all potential clients; find out who they are and if they are legitimate. However, background checks on clients and potential clients must be done consistently and should never be affected by the person him/herself. And then if you are unable to verify who they say they are, whether they really own the property, where they work or anything about them, be ready to let them go.
3. Yes. Be willing to let a potential client go. You can’t put a price on working safely and just taking your chances and hoping that the bad feeling you get about these potential clients is wrong. Nothing is worth jeopardizing your safety.
4. Defend your right to put safety before politeness. Do not waiver from your safety practices just because someone else thinks they are silly. Johnson-Cosby says buyers often laugh when they are leaving a house and find the doors locked. “I don’t mind. At least they know I take their safety seriously.” Crimes often happen when you relax regular safety practices out of convenience or embarrassment. Just that one time, is often the time something goes wrong.”

To read the full article, [click here](#).

*Source: Tracey Hawkins aka “Tracey, the Safety Lady” is a former real estate agent and has been teaching agent safety over the last 18 years. In 1995 Hawkins founded Safety and Security Source in Kansas City, Missouri and presents on topics including personal, home, auto, and real estate safety. She conducts training on these topics and more during webinars, expos, and live seminars around the United States. Hawkins was recently chosen as one of Kansas City’s Most Influential Women.*



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