

STATE OF NEW HAMPSHIRE
OFFICE OF PROFESSIONAL LICENSURE AND CERTIFICATION
DIVISION OF TECHNICAL PROFESSIONS

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February 12, 2021

The Training Station
Attn: Christina Dow
200 Elm St
Manchester, NH 03101

Re: Self Defense Workshop for Real Estate Agents
– #E2575 NEW NUMBER Workshop
2.00 continuing education credit hours
NEW - Accreditation period is February 12, 2021 to February 12, 2024
Instructors: Christina Dow, Gregory Wehrle

Dear Christina,

The course listed above was approved by the Commission and is valid for the dates as shown. Accreditation is subject to periodic review and shall remain in effect for two years unless sooner revoked by this Commission.

Education affidavits provided to your students must be completely filled in, and the information on them verified, prior to being signed and dated by the instructor. Please emphasize to your students that in order to receive continuing education credit, all completed education affidavits must be included as part of their renewal application and not sent separately.

Course attendance records must be kept for a minimum of three years, and in order to maintain current information, the Commission requires that you promptly notify this office should there be a change in your company's contact information.

The Real Estate Commission's website will provide your students with the most up-to-date information regarding a wide variety of important subjects. Please provide your students with the Commission's website address <http://www.oplc.nh.gov/real-estate-commission/index.htm>.

Sincerely,

Dawn Marier

Administrative Assistant I
Real Estate Commission



Safety Presentation

Christina Dow

Gregory Wehrle

The Training Station



Phases of Self Defense

- Awareness
 - Always be on alert
- Avoidance
 - If it doesn't feel right, it probably isn't
- Prevention
 - Have a safety plan for all occasions
- Defend
 - Be ready to Fight back if necessary



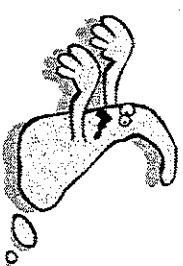
Awareness / Recognition

- **Awareness**
 - Crime **DOES** happen
 - 85 real estate occupational deaths in 2010, 35 were due to assaults and violent acts, and 25 were deemed homicides, according to BLS data.
 - It could happen to you
 - It if Doesn't feel right, it isn't – **DO NOT IGNORE IT**
- **Recognition**
 - When you identify a set of circumstances that are potentially dangerous



Avoidance

- Maintain focus on what you are doing
 - Ask prospective client to meet you at the office
 - Write down their license number and copy their driver's license
 - Leave the details of the client with someone in your office
 - Show properties before dark
 - Limit the amount of personal information you share.
 - Know your environment
 - Familiarize yourself with your travel route
 - Always remember where you park your car (send a friend a text message)
 - Vary your regular traveled trips
 - When walking the street, constantly scan your environment
 - Avoid entering dark environments
 - Be observant
 - **Listen to your Intuition!!!**
- I am not trying to make you paranoid, I am trying to make you aware!**





Prevention

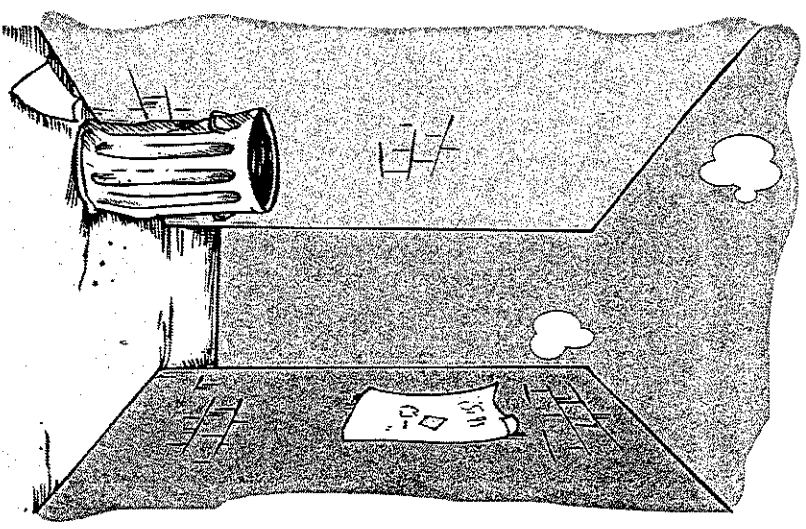
- **Create a safety plan**
 - **Ex. GPS vs. printed directions**
 - **Let someone know where you are going and expected home**
 - Prepare a scenario in advance so that you can leave—or you can encourage someone who makes you uncomfortable to leave
 - When showing property or meeting someone, park your car in front of the property rather than in the driveway
- **Know your environment**
 - where are police & fire departments
 - Keep up with the news in your local area – road detours etc.
- **Maintain focus on what you are doing**
- **Walk with authority**
- **Maintain eye contact**
- **Be ready to act**
- **Listen to and act on your intuition**



Personal Safety Prevention

General Tips

- STAY Alert
- Keep one arm free at all times
- Avoid alley ways and short cuts
- Walk with a friend to your car if possible
- Ask security personnel or bouncer for an escort to your car





Real Estate Agents Safety Tips

- If you see someone standing around that looks shady go somewhere else and call for help
- Do not allow people to look over your shoulder or walk behind you during a showing
- Do not wear expensive jewelry or take other valuables to the showing.
- When describing a listing, never say that a property is “vacant.”
- If you have one, wear a badge for identification



Real Estate Agent Safety Tips

- Be prepared for an “out” if necessary
 - Prepare a scenario in advance so that you can leave—or you can encourage someone who makes you uncomfortable to leave.
 - Examples: Your cell phone or pager went off and you have to call your office
 - you left some important information in your car, or another agent with buyers is on his way.



Open house Safety Tips

- Know all the exits in the house to escape
- 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.
- Be Aware: Predators come in all shapes and sizes

BE ALERT and AWARE of your surroundings



Client Showing

- Tell your clients not to show their home by themselves
- Tell your sellers: DON'T leave personal information out in the open where anyone can see it
- Remove all expensive items (ie. laptop, easy-to-pocket electronics, like iPods, before your showing
- Recommend to your client that all questions and inquiries should be directed to you



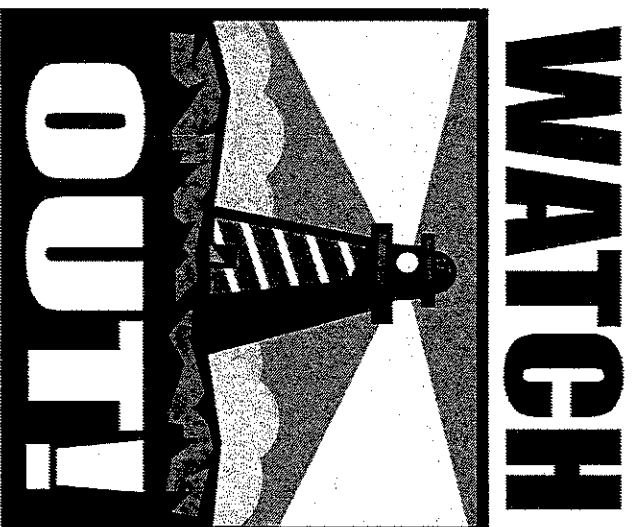
Vehicle Safety

- **Vehicle Safety:**
 - Don't allow a client to ride in your car
 - As you approach your vehicle, quickly scan underneath.
 - Have your keys out and ready. Do not lace them between your fingers.
 - If you have a keyless remote entry, unlock only the driver's side door, if possible.
 - As you enter your vehicle, quickly scan the back seat area.
 - Lock all your doors once you get in. Keep the windows rolled up as much as possible, weather permitting.
 - Keep all valuables out of sight.
 - Park in well-lit areas.
 - If you think you're being followed, drive to the police department or any public place. **DON'T GO HOME!**



Types of Attacks

- The Con
- The Blitz
- The Surprise





The Blitz

- Use of direct and immediate assault
- Allows no opportunity for victim to resist either physically or verbally
- May involve gag, blindfold, or other restraints



The Con

- Stranger asking for assistance/directions
- Stranger offering assistance
- Initially friendly and/or helpful
- Attacks after victim's defenses are down



The Surprise

- Waits in concealment
 - Behind obstacles
 - Back seat of car
 - In home-until victim is sleeping
- Use of threat or weapon to subdue victim.
 - Victim may have been specifically targeted



Reading Material

- The Gift of Fear – by Gavin Debecker
- Protecting the Gift – by Gavin DeBecker

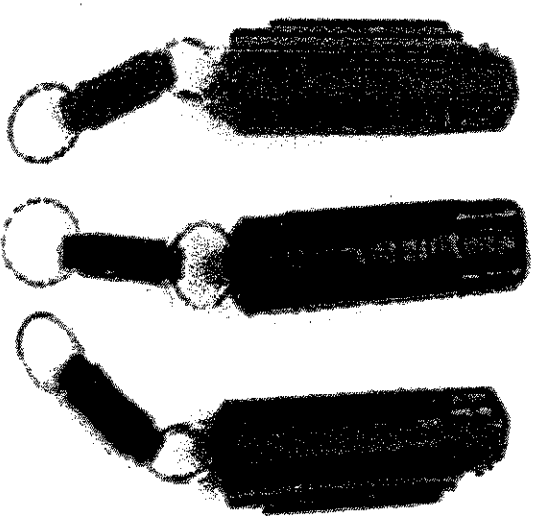


Motto

Be **Aware**, so you can recognize potentially dangerous situations (**Recognition**), and take proactive steps to reduce your exposure to those risks (**Prevention** /**Avoidance**) to eliminate the need to use force.

Use of Self Defense Tools

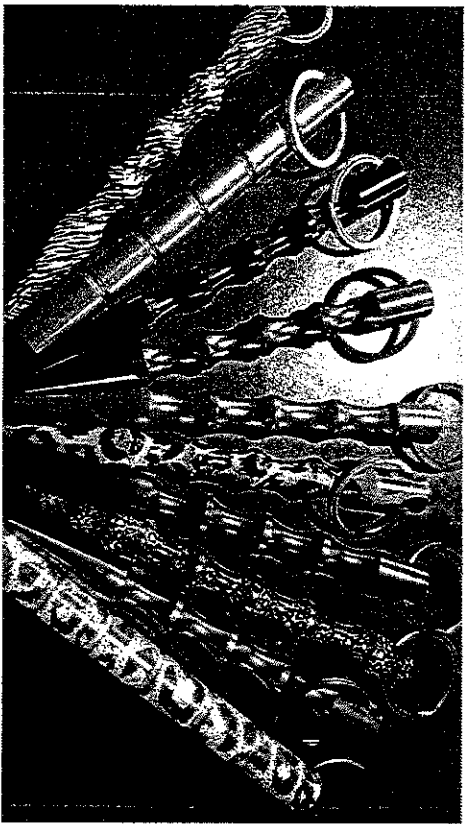
- **Pepper Spray**
 - Not recommended by most police officers
 - Limitations
 - A. Ten seconds to effect
 - B. Environmental conditions
 - C. Could be used against you
 - D. Location of attacker
 - Too far away
 - In your car
 - E. Limitations on places it can be carried





Use of Self Defense Tools

- Kubatons
 - Carry with you at all times
 - Strike Sensitive Areas
 - Neck
 - Eyes
 - Not aloud on Airplane
 - carryon
- Keys
- Flashlight





Use of Self Defense Tools

- **Stun Guns/Tasers**
 - **Pro's**
 - Legal in New Hampshire not Massachusetts
 - Small Compact
 - Great to use as a deterrent
 - Safety pin to prevent the assailant from using it on you
 - **Cons**
 - Could be used against you
 - Location of Attacker
 - Must make contact with the person
 - Limitations on places it can be carried
- **Cost \$45 Plus**



Personal Alarms and Whistles

- **Pro's**
 - Legal everywhere
 - Small Compact
 - Brings awareness to your situation
- **Cons**
 - ????
- **Cost \$10 & Up**



Defending yourself

- Fight for your life, not for personal belongings
- What are you willing to do to?
 - Use of self defense tools
 - **If you decide to fight back**, Am I willing to get physical?
- How much time do I want to dedicate to these techniques?
- Martial Arts versus Kickboxing versus Self Defense

Defending Yourself

- Recognize and utilize escape opportunities
- React Quickly
- **Make a LOT of NOISE!!!**
- Never give up!
- Do whatever it takes!
- Let's Train - Hands on portion

