

**SECTION 3: SAFETY WITH CLIENTS****THE 10-SECOND RULE**

Inattention is one of the main reasons people find themselves in dangerous situations. Take a few precious seconds during the course of your day to assess your surroundings.

**Take 2 Seconds** *when you arrive at your destination.*

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

**Take 2 Seconds** *after you step out of your car.*

- Are there suspicious people around?
- Do you know exactly where you're going?

**Take 2 Seconds** *as you walk towards your destination.*

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

**Take 2 Seconds** *at the door.*

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

**Take 2 Seconds** *as soon as you enter your destination.*

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

**10 Seconds TOTAL**

Taking in your surroundings lets you spot and avoid danger. Make it a habit. Then share it with someone else.

*(Appeared in "What You Can Do About Safety," REALTOR® Magazine, September 2000. Courtesy Night Owl/Vector Security, Landover, MD.)*