



OPEN HOUSE, OPEN TARGET? MAKING THE MOST DANGEROUS PART OF YOUR DAY SAFER FOR YOU AND YOUR CLIENTS

Instructor: Andrew Wooten,
Crime Prevention Practitioner



REALTORS®
INSTITUTE

Date:

Wednesday, April 4, 2012

Place:

GHAR Office
424 N. Enola Drive, Suite 1
Enola, PA 17025

Time:

8:30 a.m. -- 12:00 p.m.

*Registration opens 30 minutes
before class start time.*

Cost: \$45.00

When showing a house, your clients' primary focus is on selling their home or finding their dream home, right? Don't let that keep you from being aware of your own safety and the safety of your clients. Whether you are hosting an open house, privately showing a home, conducting a listing appointment, or visiting a foreclosed property, there are guidelines and procedures to follow. Learn what you should do before, during and after these appointments to maximize your safety and that of your clients.

Topics will include:

- Crimes against real estate agents
- Tools agents have to keep themselves safe
- Steps for preparing a client's home for a safe open house
- Maximizing listing appointments while implementing safe practices
- How to approach a foreclosed property safely
- How to develop a plan for staying safe while on the road
- And more!

Register:

Phone: (717) 364-3205

Fax: (717) 364-3206

MEMBERS ONLY:

Register online at
www.ghar.info

**Approved for 3.5 hours PA Real Estate Continuing Education Credit
for the 2010-2012 cycle.**

**REGISTRATION CLOSING AT CLASS START TIME. YOU MUST BE SEATED AT THAT
TIME IN ORDER TO RECEIVE CREDIT FOR THE COURSE.**

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary

Earn your CE credits today. The current cycle ends May 31, 2012!