



Description

Explore agent safety best practices and tips for various situations, such as meeting new clients, showing homes or vacant land, and working late. Also, examine ways to protect clients' safety and security. Brainstorming sessions allow for further topic exploration and the creation of safety plans.

Deliverables

Agents identify risky situations, explore solutions, and begin to build systems and policies to sustain their safety efforts.

Preparation

Live Workshop

- Print copies of the [Safety Culture Handout](#).
- Have a computer, projector, and screen/monitor available to display the [video](#).
- Set up a whiteboard or flip chart for recording discussion responses.
- Set the room so participants can face each other. If ten or more agents participate, arrange tables and chairs in small groups of five or six people.

Virtual Workshop

- Email attendees the [Safety Culture Handout](#).
- Select a virtual meeting platform that allows for screen sharing, such as Zoom or Google Meet.
- When sharing the [video](#), also share computer audio.
- Consider a technology that allows breakout rooms if there are many participants.
- Encourage attendees to turn on their cameras to maximize engagement and participation.

Instructions

1. Distribute the [Safety Culture Handout](#).
2. Play the [video](#).
3. When instructed, PAUSE the video and allow agents time to brainstorm on the idea presented.
4. After the workshop, consider asking the agents for their top two takeaways from the information shared. Repeating information learned is an effective adult learning tool that keeps information top-of-mind and leads to more immediate use.

Next Steps: Go Above & Beyond

- At the next sales meeting, ask attendees to share any additional thoughts or stories regarding safety. Public sharing promotes attendance at future workshops and fosters a collaborative environment.
- Follow up individually with agents you are mentoring to facilitate the application of innovative ideas and share successes.