

Realtor's Self-Defense Program

Hour One

Reason/Laws/Stats

Why? Everyday agents are getting robbed, assaulted, or worse. Due to this fact Real Estate Professionals are increasingly experiencing Fear for their personal safety.

Because of this fact, there is a responsibility of the agents to understand what levels of force or self-defense is reasonably necessary under the letter of law.

The right to defend ourselves against death or injury is one of the most basic legal protections that we have.

We can use force to protect our lives, the lives of others, and in some cases property.

The State of Tennessee Self-Defense Law states, there is no duty to retreat.

The State of Georgia is also a Stand Your Ground State, which means there is no duty to retreat.

Let's now discuss the Reasonable Person Rule in Tort (Civil) Law, the reasonable person rule states that the actions used during a self-defense situation must be reasonable to the standard person's mindset.

Citizens have a much simpler Use of Force standard, than a Law Enforcement Officer.

Basically, the amount of Force Used must be what the Reasonable Person would have done in a similar situation.

Some variables that are considered for Simple Assault Defense: are a Man and Woman are different, same with small vs large individuals, expertise, physical fitness, environments, etc.

Simple Assault: the unwelcome intentional contact or threat of contact between one person and another, that places the victim in fear or causes injury.

-Misdemeanor

Sexual Battery: the unwelcome intentional contact of a woman's breast, buttocks or genitals.

-Felony

1. Men have stronger muscularity and larger/denser bones, and therefore, they would not be able to use deadly force (Weapon) against a simple assault. Whereas a female against a male, would be given a greater leeway due to size.
2. However, if a man or a woman was much smaller than their attacker, the use of deadly force maybe applicable.
3. If a person has a background in the fighting arts, then the use of physical force would be judged according to their capabilities. Example: a professional MMA fighter is not going to get away with using a weapon to defend against a simple assault.
4. If a person is in excellent shape and the assailant is out of shape, the reasonable person standard may find that the person could have just held the person down instead of continuing to beat them or use a weapon.
5. If you find yourself in a position due to the environment, where you had no other choice but to use deadly force. Example, you get blindsided and you realize you may be going unconscious, than deadly force may be reasonable despite all the other factors or the house you are in is on fire and the assailant stands between you and imminent death.

Note: that these reasons are not concrete or automatic protection from your individual actions.

Knowledge, Skill and Your Moral Aptitude are your personal Guidance during a situation of life or death, and you are personally responsible for your actions.

Aggravated Assault, Rape, Robbery, Car Jacking, Home Invasion, Active Shooters, Kidnapping, Arson are all Felonies Against Persons

Aggravated Assault: the unwelcome intentional contact or threat of contact between one person and another, that places the victim in fear or causes serious injury, hospitalization (24hrs) or a weapon is displayed or used.

-Felony

The Use of Deadly Force in these situations is more reasonably necessary.

Statistics:

In 2017, 48 Realtors lost their life while working, the causes of death were not reported. However, some were reported as workplace violence.

In 2018, 9% of agents reported being assaulted or threatened while at work. Also, that year it was reported that there was 1.3 million agents in the US. This means that the number of assaults were approximately 117,000

5% reported that they had to use a gun to defend themselves at some point that year. This means that 65,000 realtors protected themselves with a firearm.

33% reported fearing for their personal safety at some point during the year. So at some point during the year, the activities of a client made 429,000 feel uneasy about the conduct or behavior of a person within the context of their job.

So what factors were most often reported by the Realtors; Open Houses, Vacant Houses, Unlocked Structures, Unsecured Areas, Buyers Refusal to meet in Public Places, and Properties In Remote Locations

Questions

Break

Hour Two F.A.S.T. Methodology & Application

F.A.S.T. Is the Methodology developed by the National Self-Defense Agency. The program was developed by Professor James Hogwood with over 47 years of Martial Arts Experience. 30 years of Law Enforcement Defensive Tactics Experience and 25 Years of Service with Application of the Tactics.

The system is based off the most basic requirements of combat. Only straight line techniques that come from natural movement of joint function and balance.

If you can walk forwards and backwards and reach for a jar of peanut butter from the shelf, you can master these techniques.

F: Fitness, Foundation, Fight, Flight
A: Alertness, Awareness, Avoidance, Apprehensiveness
S: Stun, Steal, Survive
T: Technique, Training, Tenacity

According to the Ripple Safety Report (a professional monitoring service) the following are the main reasons for these feelings and incidents;

1. Agents work alone normally. They are independent contractors who spend most of their time in the field. They show properties and run open houses by themselves. Criminals know this and single out the agents, especially female agents, because they know they're vulnerable.
 - a. Fitness Level; preparing your physical fitness will be a determining fracture to if you survive an attack or not.
 - b. Alertness; Surveying the property and the structural environment and preconsidering if something went wrong what steps would you take.
 - c. Stunning; what items do you possess that you could use to defend yourself, what items are readily accessible in the property you are showing.
 - d. Tenacity; Never Give Up

2. Agents work with people they do not know. When they meet someone at the property (or elsewhere), they have no way of knowing whom they're dealing with. They could be showing a home to a felon, a drug addict, or someone with mental health issues. They may be armed, and/or planning a criminal offense.

a. Foundation; the position you take upon meeting someone sends distinctive messages, brace your body, keep hands in a neutral position, don't get too close.

b. Awareness; Facebook, Instagram, Etc, stalk them, find out as much about the person you are meeting as possible. Look for mutual friends you trust and DM them about this person. Try and always meet the client for an initial interview at the office or public place.

c. Steal the Sequence; always put them in front of you while showing each room of the house, this keeps you first to the exit.

d. Training; make sure that any item you carry for self protection is readily available and you are competent in the use.

3. Agents have little control of where their properties are located.

Although they can specialize in selling residential properties in certain communities, the fluctuating homeowners within a community can quickly change the makeup and environment. Abandoned and Foreclosures also present their own unique complications.

a. Familiarization; of the current community and the property is crucial for an Agent.

b. Awareness; knowing the current crime rates and patterns, as well as, keeping informed on the every changing news is the responsibility of the Agent. This could save your life or the life of someone else.

c. Securing; going to the property to scout it out before hand is the realtors responsibility, however, if you detect anything out of place or there is an open door, you have the right to have a police officer escort you through the property for public safety. Don't hesitate to call, this is law enforcement's job. Don't be a hero.

d. Training; Failure to Prepare is Preparing to Fail

4. Agents depend on public advertisement to drive traffic to their open houses. The art of SunTzu states, to know yourself as well as your enemies will make you successful in battle. Well the criminals know your name, what you look like and where & when to find you.
 - a. Familiarize yourself to the Environment, Build a Strong Foundation, Be Physically Prepared, Park Your Car where it can't be blocked so you can flee if possible, but most importantly be ready to fight.
 - b. Awareness; know the neighborhood, let people know where you are, have a friend stay with you (look for apprenticeship students), set up real or false cameras (Be Obvious), try to do your walk through when there are others present. Avoid sidebar conversations that slow the showing down.
 - c. Stunning; carry a pen or improvised weapon at all time that is easily deployed or protected by either hand.
 - d. Training the body, mind and spirit plus having the will to survive is the only things that you can truly count on. You may forget your gun, not be aware of the danger or even have all odds against you for survival, and in these cases, your body's preparedness, your mind's ability to use the environment with the tenacity to overcome all odds will get you home.

Best Practice means you have an emergency policy to protect realtors during a traumatic event. Emergency Contact, Medical Records (allergies, chronic illness, etc.) Personal Protection Attorney Information & Workers Compensation Contact).

Let's face it we go through a great deal to protect client information, so we should also put the same into our own safety both personally and identity.

Remember that you work alone, you are uniquely accessible to people of all types, and you advertise your whereabouts all the time.

Questions
Break

Hour Three Principles of Self-Preservation

The Pyramid Stance

1. Feet Shoulder Width Apart
2. One Foot Back, Body Bladed
3. Lower Center of Gravity w/Hands Up

3 Step Legal Prospective:

1. Step One: Take a Half Step Backwards and Blade Your Body
2. Step Two: Get Your Hands Up in front of Your Face, Palms Out
3. Step Three: Yell "NO!"

Step One puts distance between you and your assailant and begins the cylinder principle

Distance: the greater the distance, the greater the reaction time, the greater the reaction time, the greater the response, the greater the response, the higher chance of success.

Cylinder: every part of the body from the tip of a finger to the top of your head is a cylinder, if a cylinder is in motion, the greater the chance of deflecting the incoming strike.

Legal Factor: because you took a step back you have given the assailant a sign to stay away. Now for there to be contact, the assailant must step towards you becoming the primary aggressor.

Step Two puts your hands in front of your face as a buffer for impact, it is not if you will get hit in a fight, it is when.

Guard: your hands up can minimize the amount of damage caused.

Legal Factor: because your palms are facing your assailant in the universal sign of stop, you have given them a second warning to stay away.

Step Three is to Yell "No!"

Physiological: by yelling NO! You are attacking their sense of hearing, like a semi truck blowing its' horn at you. By activating the startling effect against the sense of hearing, it will give you a momentary advantage to counter attack your assailant. It is a known fact that 98% of all people will freeze upon being startled.

Physiologically: by yelling out, air has to travel through the vocal cords allowing noise to be made. In the martial arts, it is taught that breathing out will increase your range of motion in your torso and tightening your abs for impact, thereby, increasing the effectiveness of the technique being deployed.

Get Off Line: when being suddenly attacked, standing directly in front of your assailant will only increase the impact of their strike. Think of it like standing on the train tracks when a train is coming. Get Off the Tracks!
Funnels: there are two anatomical funnels on the human body, the groin and the eyes. Both of which have no muscular structures to protect them. So, the size of the person makes no difference on the effects of these countermeasures.

Groin: kicking between the legs with a shin strike, once the foot is past the thigh opening, the upward motion of the legs will funnel straight to the groin region. Both males and females have high concentrations of nerves in this area.

Eyes: striking anywhere around the orbital socket with your fingers will lead straight too the funnel of the socket. With there being 4 major nerves that control the eyes, extreme pain occurs when there is any trauma to this region.

High/Low: this methodology is designed to open up targets for attack. It is the natural response to use both hands to block the groin from a kick. Unfortunately this will bring your head towards your opponent and expose your eyes. Likewise, when someone tries to rack your eyes out, the natural response is to lean back while bring your hands upward to protect. This will cause you to expose your groin.

Questions
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Hour Four Tools, Improvised & Classic Weapons

So, lets talk about the internet & phone apps.

Phone Apps can be a great tool for tracking agents, as well as clients traffic through social media apps, finding quick references for unusual request.

Let's think about Law Enforcement for a moment, we use Facebook and Instagram to monitor peoples traffic, locations frequented, activities engaged and personal behavior patterns. It actually works better than a criminal back ground check (past information vs current).

Also, we have a bat belt literally. Mace, Taser, Baton, Flash Light, Radio, Handcuffs, Gun, Pen and a Dispatcher (Current Information Line). This makes it possible for a 5'2" 120lbs female to match strengths and weaknesses with a 6'4" 250lbs man.

So, lets see how you as a Realtor can do the same. First, always carry a flash light, it can be used as an impact weapon (baton) and a pupil dilator (mace).

Second, Your cell phone can be used to call for help (radio), tracking app for others to know your location, and informational tool (dispatcher) on your current client's mental state, social interest, and moral aptitude.

Third, if you wear a belt, it can be used as a restraining device (handcuffs) if needed, or an impact weapon if the belt buckle end is swung at the assailant.

Fourth, carry a pen in a neutral position on your person, so either hand can reach it. If you can't get to anything else, use the pen to stab the assailant during an attack.

Common Weapons deployed by Realtors

1. Pepper Spray 16%. 208,000
2. Firearms 15%. 195,000
3. Pocket Knife 7%. 91,000
4. Batons 3%. 39,000
5. Noise Makers 2%. 26,000

So, as you can see you would not be alone in carry a weapon to protect yourself. 360 COVERAGE PROS cited that Realtors should Aggressively Protect Themselves.

Improvised weapons also known as an "A" weapon.

1. A Pen
2. A Lamp
3. A Chair
4. A Fork
5. A Rock

Please understand that striking someone with your fist can easily lead to a broken hand or worse, so when at all possible use an "A" weapon instead.

Questions

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