



# The Ultimate Realtor Survival Kit

As a realtor, you never know what the day will throw at you. Every house you walk into and every client you meet is different and presents you with unexpected challenges. And then there is the occasional day when everything that can go wrong will go wrong.

When this happens, you have a choice: will you look like a fool in front of your client or be the hero who saves the day? You can be the hero if you are prepared by having the mental and intestinal fortitude to deal with challenges and a survival kit that enables you to master any crisis, small or large. Unfortunately, many realtors learn the importance of a survival kit the hard way throughout their career, and only add individual items **after** the first time they really needed them.

Below is a comprehensive list of must-have items so you can proactively assemble your personal ultimate realtor survival kit. With this kit in your car, you will always be prepared and look like a professional all day, every day to your clients.

## Clothing

**Jacket**—Whether as an extra layer for warmth on those cold days, or as a cover from rain, a good jacket can make the difference between feeling comfortable or being cold and wet and miserable.

**A change of shoes**—If your shoes get wet or dirty, or if a heel or shoe lace breaks, having a second pair of shoes is crucial.

**A change of clothing**—Accidents happen: food lands on pants and skirts, drinks end up on ties and blouses. Have a change of clothing to deal with accidental spills and drips and still look professional.

**Two or three umbrellas**—One for you and one or two to keep your clients dry.

## Electronics

**Car and wall chargers for your phone and laptop**—You run your business with electronics. When they run out of juice, you're in trouble. Don't let that happen and have plenty of chargers. And remember, they do break and get lost. Two is one, and one is none.

**Battery backup pack**—Sometimes you end up in a place where there is no power or your charger does not work. An external battery pack ensures you always have power.

## Health and Hygiene

**Tissues, paper towels, shop towels**—From blowing your nose to wiping hands to cleaning up spills or leaks, they are indispensable.

**Hand sanitizer, sanitizing wipes**—Whether you touch something gross or shake hands with sick people, sometimes you just need to sanitize, stat!

**Toilet paper**—Many houses on the market are completely empty and do not even have any TP. Carry several rolls; you will need them.

**Hand soap**—For after you use the toilet paper.

**All-purpose cleaner**—Whether you or your client made a mess, or you want to give a little extra polish to your listing, a generic cleaner will come in handy.

**Nitrile gloves**—To protect your hands from icky stuff. Nitrile because latex allergy sucks.

**Feminine products**—Pretty much self-explanatory. You never know when you or your client might need it.

**First aid kit**—Basic bandages and gauze, antiseptic wipes, pain reliever, antihistamine, etc. for those little aches and pains and booboos. Bonus points if you take a CPR or first aid class and learn how to deal with more serious medical emergencies. They do happen, usually when you least expect them.

**Sun screen**—Protect your skin. Nobody wants sun burn or skin cancer.

**Medication**—Whatever medication you need to take on a regular basis, have a few extra doses on you.

**Toothbrush, toothpaste, floss, mouthwash**—You can never go wrong with having fresh breath and sparkly white teeth.

**Trash bags**—Gather up trash, use as a tarp, make-shift rain poncho, cover up a broken window; trash bags are another staple to include.

**Electric shaver**—For a quick touch-up or dealing with other pesky unwanted hair growth.

**Breath mints**—Not only for yourself. Sometimes you might have a client who really, really needs one. True story.

**Deodorant**—Always gotta stay fresh, especially in the summer time.

**Hair comb**—Another must-have to look professional.

## Sustenance

**Bottles of water**—Like, a lot, for both yourself and your clients. Consider buying a pack of 40 half-liter water bottles from Costco each week and putting it in your trunk.

Dehydration sneaks up on you quickly and is no joking matter.

**Protein bars**—Get a stack of protein bars to tide you over between meals and keep up your energy. If you want to have some for hungry clients, get a stack of snack bars that are gluten/peanut/dairy/taste/whatever-free and safe to eat for 99.9% of humanity.

## Tools

**Flashlight**—Everybody should have a good quality flashlight on their person at all times. Not only good for night time, but also for houses without electricity/lights and finding things in dark places such as under your car seat or in the abyss of a purse.

**Tape measure**—Clients often want to measure spaces for furniture and appliances but forget to bring a tape measure. Have one ready for them.

**Notepad and pens**—Clients also often want to take notes, write down questions to ask the home inspector, and sketch out ideas. Have plenty of notepads and pens ready for them.

**Small toolkit or multi-tool**—You should have a basic selection of tools at the ready such as various screwdrivers, pliers, wrench, and mallet. You will need them for minor repairs, turning off valves, opening access panels, tightening door knobs, prying things open, and many more things you are not even thinking of right now.

**Lubricant**—A few drops of WD-40 can do wonders for squeaky hinges, stiff windows, stuck latches, and more.

**Work gloves, car jack**—Have a flat? Have the tools and know-how to change it. Alternatively, pay for a AAA membership so you won't get stranded. AAA will also help you when your battery dies or you lock yourself out of your car.

**Fire extinguisher**—You never know when you might need it. Better to have it and not need it than to need it and not have it.

## Additional Items

**Light bulbs**—So many houses on the market suffer from, uh, deferred maintenance. Missing or broken light bulbs are at the top of the list. They are cheap and easy to replace, but can make a huge difference in the appearance of a house.

**Batteries**—Keep a good selection of the most common battery sizes such as AA, AAA, 9V block, CR2032, and CR123A. You will be surprised how often you will need to replace batteries in ceiling fan remotes or smoke detectors to stop them from making that infernal beeping noise.

**Shoe covers**—Some home owners are very particular about keeping their house clean. Be prepared to either take your shoes off or slip some covers over your shoes. Spend a few extra bucks and get the reusable contractor-quality type with non-slip bottoms.

**Zip ties**—Great for attaching and holding things together, zip ties have countless uses. For less than \$20, you can get an assortment of different sizes that will last a long time.

**Duct tape**—No explanation needed. Get several rolls.

**Three folding chairs**—Much more comfortable than sitting on the floor during open houses or waiting for inspections to finish.

**Coloring book and crayons, children's books, toys**—Sometimes clients bring their kids to their house hunting trips or inspections. Keep the little rascals occupied and distracted.

**Dog treats**—Have a few treats handy and that pooch will be your new best friend. Every pooch deserves a treat or five. And scratches; lots of scratches.

OK, that's a pretty long list of stuff. Chances are, though, as you read down the list, you repeatedly thought, "Great idea, I didn't even think of that!" Every single item mentioned here is on the list for a reason based on experience. If you assemble this survival kit for yourself, your future self will thank you many times over – guaranteed.

## **Bonus Tips**

### **Get a range bag**

Don't worry, you won't have to buy a pickup truck or moving trailer to haul the kit around with you. Most of these items will fit in a gym bag. Alternatively, consider buying a gun range or camera bag. They come in countless different sizes and shapes, are affordable, and, most importantly, have many little compartments and pockets and pouches and sleeves and clips and loops to store everything in a neatly organized fashion.

### **Rotate your supplies**

To keep your survival kit fresh and functional, you should rotate through any items with a limited shelf-life. For example, your medications have an expiration date. Batteries will lose their charge over time, especially in hot dry climates. Sanitizers, soaps, and other liquid items can dry out. Food items can spoil. Items with adhesive like duct tape or band aids can lose their stickiness. Put a reminder on your calendar to go through your survival kit every six months and rotate any such items.

### **Brand your items**

Some of the items are only meant for your personal use. However, many of them you will likely share with people. Why not take the opportunity and put your logo, name, and number on them? Many of the listed items can be personalized for very little cost by promotional companies and make for fantastic promotional gifts.

## **Conclusion**

We hope you find this list helpful. More importantly, we hope that with the help of your personal survival kit you will be the hero many times going forward and make your or your clients' day more pleasant.

If you think we forgot something or have any other ideas to improve this list, please tell us! Contact us at [info@desertdiamondhomeinspections.com](mailto:info@desertdiamondhomeinspections.com) or 520-261-9348.

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