

# Andy Tolbert

I've been knee-deep in the real estate and mortgage industry since 1995. My husband Tim & I owned a Correspondent Lender in the late 90's-2003. I've been a Realtor® since 1998 and I've also been a partner in a real estate brokerage that focused on sales and property management.

My concerns for my safety really began as a result of my own investing which often took me to boarded up houses long before the real estate crash made that common. While peeking in the window of a house one day (that the lockbox code didn't work on) all of a sudden a face was peering back out at me! Might have been luck that the lockbox didn't work that day... who knows what might have happened if I had walked into the house!

Shortly after that I got my concealed weapons license and began to take my own safety more seriously. I've actually been shooting since I was a child and felt it was time to be "official". A few years ago Tim & I decided to become instructors so we could share our knowledge with others. I've run a company that has been training agents across Florida on topics like short sales, mortgage finance and law for about 15 years, so it was really just a logical step to add an Agent Safety class to our course offerings. Let us show your agents how to not only protect themselves, but also the customers they work with in an entertaining way that they'll "get" and be able to implement the very same day.

## **Certifications and Coursework:**

- Florida permitted real estate school instructor #ZH1002842 and school #ZH1002417
- Member of Florida Realtors® Faculty, instructor for several CE classes plus GRI2 Investments
- National Association of Realtors® Instructor: Safety and REBAC Investments Course (8 hours)
- NRA Certified Firearms Instructor: Pistol, Rifle, Personal Protection in the Home, Personal Protection Outside the Home, Home Firearms Safety, Refuse to be a Victim, Range Safety Officer
- United States Concealed Carry Association (USCCA) Certified Instructor
- National Self-Defense Institute, Certified instructor for the S.A.F.E. Program (usually instructors are limited to Law Enforcement personnel)
- Adjunct Instructor for Assault Counter Tactics courses: Realistic Self Defense and W.A.V.E. Women Against Violence Everywhere
- Florida Crime Prevention Training Institute (under the Florida Office of the Attorney General) Florida Crime Prevention Practitioner Designation
- Krav Maga student practitioner