



All-Star Properties Inc.

8320 De Soto Avenue
Canoga Park, California 91304-2701
Business (818) 341-6050
Fax (818) 341-8732

EX PARTE OR LATE FILED RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

ORIGINAL
FILE

RECEIVED

AUG 24 1992

MAIL BRANCH

August 20, 1992

Office of the Secretary
Federal Communications Commission
Attention: Docket Number 92-90
1919 M Street N.W.
Washington, DC 20554

RE: Docket Number 92-90
Telephone Consumer Protection Act of 1991

Dear Sir or Madam:

As a member of the National Association of Realtors, the broker-owner of a real estate office and as an attorney at law, I wish to express my opposition to the imposition by the F.C.C. of any restrictions on person-to-person telephone solicitations of residential houses.

"Cold Calling" is an important and effective tool used by my office, and Realtors in general, to seek out those who are now interested or may be considering the purchase and/or sale of a home. In providing a service to our market area, we disseminate information which is valuable to the consumer, such as sales activity in their area, current listings for friends or family to consider and interest rates for both new purchases or refinances. Calling is, also, one vital method that we use to fulfill our obligation to our current clients to market their properties.

While I understand the need to limit the use of annoying automatic dialing machines and computerized solicitations, the restrictions under consideration would be devastating to the residential real estate industry and would, effectively, put us out of business. I, also, must questions the validity of such restrictions as a violation of free speech.

As President Bush and leading economists have stated, it is real estate sales that will drive our economy out of its present doldrums. Therefore, for the sake of the country, restricting person to person telephone solicitations of residential housing cannot be implemented.

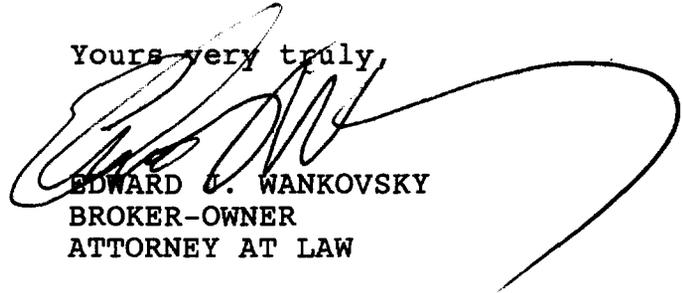
No. of Copies rec'd _____
List A B C D E



Office of the Secretary
Federal Communications Commission
August 20, 1992
Page 2

Thank you for your time and giving consideration of my comments. Please pass my sentiments on to those who are drafting the regulations. I would be happy to speak with them and I can be contacted at my office as indicated on this letterhead stationery

Yours very truly,



EDWARD C. WANKOVSKY
BROKER-OWNER
ATTORNEY AT LAW

EJW:nan

cc: National Association of Realtors
Attention: Dorcas T. Helfant, President
Enclosure: Copy of article from Week of August 17, 1992
Realtor News

California Association of Realtors
Attention: Chuck Lamb
Enclosure: Copy of article from Week of August 17, 1992
Realtor News

August 19, 1992

RECEIVED

RECEIVED AUG 24 1992

MAIL BRANCH

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

FEI

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, DC 20554

To Whom It May Concern:

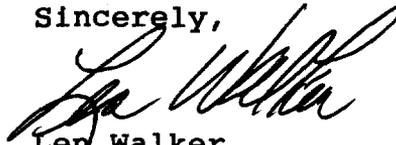
It is my understanding that you are going to consider legislation that would restrict the use of person-to-person telephone solicitations regarding residential homes.

If such restrictions were to go into effect, it would virtually cripple the residential real estate market. It is imperative that we, as REALTORS, be in a position to be allowed to continue "cold" calling.

I see nothing wrong with setting a time frame as to when "cold" calls could be made, such as between the hours of 9 a.m. to 9 p.m. However, we must be allowed to continue to communicate with potential clients via the telephone.

Thank you for your time and consideration regarding this matter.

Sincerely,



Len Walker
President

JEN/pg

No. of Copies rec'd _____
List A B C D E

0

EX PARTE OR LATE FILED



August 20, 1992

EX PARTE OR LATE FILED

RECEIVED

AUG 24 1992

MAIL ROOM RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of Secretary
Federal Communications Commission
1919 M St. - N. W.
Washington, DC 20554

ATTENTION: Docket No. 92-90

Good Morning Secretary:

I urge you not to restrict my ability to earn my living by offering my services by telephone to Sellers of homes.

It is one way Sellers can find out about our services and make a selection as to which Realtor to choose.

Sincerely,

Amber L. Wegman Realtor

cc Roy D. Loach, NAR
777 14th St. N.W.
Washington, DC 20005

jw

No. of Copies rec'd _____
List A B C D E _____

CHOICE Realty Partners, Inc.

EX PARTE OR LATE FILED



August 20, 1992

RECEIVED

AUG 24 1992

MAIL BRANCH

Office of Secretary
Federal Communications Commission
1919 M St. - N. W.
Washington, DC 20554

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

ATTENTION: Docket No. 92-90

Good Morning Secretary:

I urge you not to restrict my ability to earn my living by offering my services by telephone to Sellers of homes.

It is one way Sellers can find out about our services and make a selection as to which Realtor to choose.

Sincerely,

Frank Rowe, Realtor

cc Roy D. Loach, NAR
777 14th St. N.W.
Washington, DC 20005

jw

No. of Copies rec'd _____
List A B C D E _____

CHOICE Realty Partners, Inc.



August 20, 1992

EXHIBIT ORIGINALS FILED

AUG 24 1992

MAIL BRANCH

Office of Secretary
Federal Communications Commission
1919 M St. - N. W.
Washington, DC 20554

ATTENTION: Docket No. 92-90

Good Morning Secretary:

I urge you not to restrict my ability to earn my living by offering my services by telephone to Sellers of homes.

It is one way Sellers can find out about our services and make a selection as to which Realtor to choose.

Sincerely,

Millie Bell, Realtor

cc Roy D. Loach, NAR
777 14th St. N.W.
Washington, DC 20005

jw

No. of Copies rec'd _____
List A B C D E _____

CHOICE Realty Partners, Inc.

Francisco Lam
1919 W. Pendleton Ave.
Santa Ana, CA 92704

EX PARTE OR LATE FILED

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 21, 1992

RE: Docket No. 92-90

RECEIVED

AUG 24 1992

MAIL BRANCH

Federal Communications Commission

As a real estate broker and Realtor, at least 80 % of my business comes from solicitation using the telephone in a person to person manner.

In my experience this type of solicitation creates minimum complains from the public.

Telephone person to person solicitation creates all the basis of my business. Without that I provably could not be in business.

Please don't restrict the use of person to person telephone solicitation.

Thank you

Francisco Lam

No. of Copies rec'd _____
List A B C D E _____

EX PARTE OR LATE FILED



HARRY NORMAN,

REALTORS
Since 1930

A Grubb & Ellis Company

August 18, 1992

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RECEIVED

AUG 24 1992

MAIL BRANCH

Office of the Secretary
Federal Communications Commission
Attention: Docket No. 92-90
1919 M Street, N.W.
Washington, DC 20554

Gentlemen:

I understand that there is legislation in consideration to implement the Telephone Consumer Protection Act of 1991, restricting the use of person-to-person solicitations of residential homes. As a residential realtor, this method of contacting individuals is a primary means of generating new business for me.

I have, in the past, used this method of generating business extensively. I am courteous, knowledgeable in my profession, and do not call during hours which can be considered unacceptable as a norm. To limit my capability to contact potential clients/customers through the medium of direct calling would cause significant impediment upon my business and livelihood.

Although as an individual I do not always appreciate telephone solicitation, I am not offended nor do I feel it is a severe inconvenience when the calls are received at reasonable hours. I do not remember the person's name nor the product within 24 hours of the call unless I need the services offered. I have, in fact, taken advantage of some of the services offered and provided by this method of solicitation.

Many times when I am calling as a function of soliciting business, I encounter an answering machine. As more and more people have answering machines and are using them as a method of screening calls, I do not feel that telephone solicitation is as inconvenient to the majority of the consumers as it once may have been.

I therefore petition that you consider rejecting any proposed legislation restricting or banning telephone solicitation.

Sincerely yours,
HARRY NORMAN, REALTORS

COBB NORTH OFFICE, 1853 Piedmont Road, Suite 100, Marietta, Georgia 30066, (404) 971-0022
Sales offices conveniently located throughout northern metropolitan Atlanta



August 20, 1992

EX PARTE OR LATE RECEIVED

AUG 24

RECEIVED MAIL BRANCH

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of Secretary
Federal Communications Commission
1919 M St. - N. W.
Washington, DC 20554

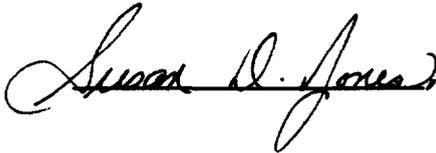
ATTENTION: Docket No. 92-90 ✓

Good Morning Secretary:

I urge you not to restrict my ability to earn my living by offering my services by telephone to Sellers of homes.

It is one way Sellers can find out about our services and make a selection as to which Realtor to choose.

Sincerely,

 Realtor

cc Roy D. Loach, NAR
777 14th St. N.W.
Washington, DC 20005

jw

CHOICE Realty Partners, Inc.

One Flagg Place • Lafayette, LA 70508 • 318-988-6565 • FAX 318-988-6666 • 800-232-4115

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

EX PARTE OR LATE FILED

RECEIVED

AUG 24 1992

MAIL BRANCH

**DAYTON F. CAPLE
REALTOR**

August 18, 1992
46-022 Alaloe St #202
Kaneohe, HI 96744

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

Re: Docket No. 92-90, Telephone Consumer Protection
Act of 1991

Dear Sirs:

The unrestricted right to use "cold" calling in soliciting clients and customers is the basis of my continuing success in the residential real estate marketplace.

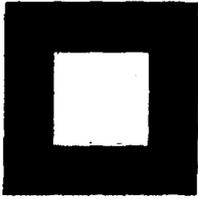
The offering of a legitimate service to those persons whom you call randomly is understood by the person called and often results in education desired but hesitantly requested.

Real estate is a person to person business which is a concern of the renter, investor and owner alike. As my business depends on my right to the use the telephone; it is the right of the general public to be involved with the opportunities to know about the market place from a professional.

No further restrictions are needed on the operational ability of the small business in the State of Hawaii.

Sincerely,

Dayton F. Caple



PERRY & BUTLER

Northwest Suburban Office
7700 Wadsworth Blvd.
Arvada, Colorado 80003
303/421-9670

RECEIVED

AUG 24

MAIL BRANCH

EX PARTE OR LATE FILED

August 20, 1992

Office of the Secretary,
Federal Communications Comm.
1919 "M" St. N.W.
Washington, D.C. 20554
-
attn: Docket # 92-90

RECEIVED

AUG 24 1992

MAIL BRANCH

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Gentlemen:

In reference to your proposed
Docket # 92-90, regarding person-to-
person telephone solicitation, this is
an intregral part of our real estate
business and without the right to
call people, we would stand a sub-
stantial loss in listings of ~~new~~ resale
homes. With our economy we do not
need a law that would restrict
business.

Sincerely,
Lucio C. Berger
12366 W. 34th Pl.
West Ridge, Co. 80033



Huber Heights Realty, Inc. REALTOR® MULTIPLE LISTING SERVICE



8717 Crenshaw Lane
Huber Heights, Ohio 45424
(513) 667-1699 (513) 239-7699



MULTIPLE LISTING SERVICE
MLS

August 18, 1992

RECEIVED

RECEIVED

AUG 24 1992

AUG 24 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. NW
Washington DC 20554

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

MAIL BRANCH

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Office of the Secretary,

As a real estate broker, I am extremely concerned about the FCC restricting person-to-person solicitations of residential homes. A key part of the residential real estate business involves using the telephone for person-to-person solicitations. Cold calling is important to my business and essential to the residential real estate industry.

From my experience, complaints about person-to-person solicitations are extremely low in comparison to other methods of solicitations, such as artificial computer-generated voices. People who do not wish phone solicitations have the right to an unlisted phone number. Many times people are pleased we called and ask us to send them further information about our company.

I am requesting that the FCC does not restrict person-to-person solicitations of residential homes. This highly personal approach to marketing our services to potential homebuyers and sellers is essential to the residential real estate industry in general and to my business in particular.

Sincerely,

Stephen E. Hansman
Owner/Broker
Huber Heights Realty, Inc.

ctBH

REAL ESTATE
APPRAISALS



EX PARTE OR LATE FILED

MORTGAGES
PROPERTY MANAGEMENT
INSURANCE

ADDRESS REPLY TO:
2510 Delaware Avenue
Buffalo, NY 14216

RECEIVED

AUG 24 1992

MAIL BRANCH

August 19, 1992

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street N.W.
Washington D.C. 20554

Re: Docket No. 92-90
Telephone Consumer Protection act of 1999

To Whom It May Concern:

The use of telephone to solicit homes for sale for customers who would like to live in specific areas is essential for our business.

I am asking you not to restrict real estate agents, person to person telephone solicitation of residential homes. This is an important service for buyers and sellers.

Very truly yours,

Alvin Rutstein
L. A. GRANT REALTY, INC.

AR/ns

2510 DELAWARE AVE.
BUFFALO, N.Y. 14216
877-3480

3251 SHERIDAN DR.
AMHERST, N.Y. 14226
837-0330

RECEIVED

TOM BOYD REALTY

1720 E. SOUTHMORE
SUITE 103
PASADENA, TEXAS 77502

1-713-473-9044

EX PARTE OR LATE FILED

RECEIVED

AUG 24 1992

MAIL BRANCH

'AUG 24 1992'

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Aug 24, 1992

*Office of the Secretary
Federal Communications Commission*

*attn: Docket No 92-90 - 1919 M.S.N.W.
Washington D.C. 20554.*

Dear Sir:

*I have been a Realtor full time for
17 years, our office is small - my
wife + I. She is my broker. A lot of
my business for listings is Cold Calls
person to person. Please do not restrict
the telephone use for me regarding
Docket # 92-90, Telephone Consumer Protection
act of 1991. I am 57 years old + have my
business, but the telephone is a big part
of it. Thanking you for taking the time
to read my letter. I am*

*Sincerely
Tom Boyd*

Notary Public in Oregon & Washington
FAX 509-767-4300

EX PARTE OR LATE FILED

REAL ESTATE SERVICES, INC. of OREGON
REAL ESTATE SERVICES, INC. (Washington)

Est. 1989
Georgiana "Georgia" A.M. Murray
Broker

RECEIVED
AUG 24 1992

Oregon Office:
2175 Ridge Road West
The Dalles, Oregon 97058
Office & Residence 503-296-4029

RECEIVED
AUG 24 1992
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Washington Office:
2300 Dallesport Road, Box 14
P.O. Box 278
Dallesport, Washington 98617-0278
Office 509-767-4300

August 19, 1992

Office of the Secretary
Federal Communications Commission
1919 M Street N. W.
Washington, D.C. 20554

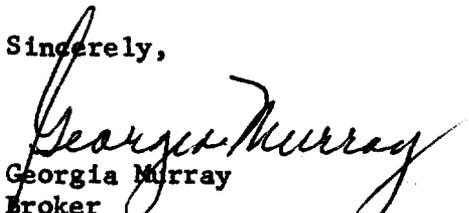
Attn: Docket No. 92-90 Telephone Consumer Protection Act of 1991

Gentlemen:

Please do not restrict person-to-person telephone solicitations for the real estate industry. Consider the following:

1. Where real estate offices list properties in outlying areas (rural), it would be very time consuming to make personal contact if the telephone cannot be used.
2. Looking at the other side, as a previous consumer of real estate service, I would not want some stranger knocking at my door to ask me about selling my home. In this day and age, I would not even answer my door if I were a homemaker at home, alone.
3. Telephone companies can identify persons who do not want to receive telephone solicitations in their directories, and I do believe that any business should respect that request of a consumer. In those cases, any business could communicate via correspondence.
4. Finally, we do not need more government controls on our lives. If we choose to isolate ourselves from telephone solicitations, we should work with our producers of telephone directories to solve a problem, if it exists.

Sincerely,


Georgia Murray
Broker

/gm

EXCLUSIVE MEMBER OF RELEX INTERNATIONAL REFERRAL SERVICE IN
Wasco, Sherman and Klickitat Counties
"The Adventure Begins with Teamwork"





EX PARTE OR LATE FILED

RECEIVED

AUG 24 1992

MAIL BRANCH
RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

823 SONOMA AVENUE
SANTA ROSA, CA 95404
BUS. (707) 527-5600
FAX (707) 527-9863

301 NORTH FORBES
LAKEPORT, CA 95453
BUS. (707) 262-1000
FAX (707) 263-3615

EMPIRE PROPERTIES

August 19, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N. W.
Washington, D.C. 20554

Ladies & Gentlemen:

RE: Docket No. 92-90, Telephone Consumer
Protection Act of 1991

A key part of the residential real estate business involves using the telephone for person-to-person solicitations.

We've made many friends and "met" many clients over the phone. These people often thanked us for calling because they weren't aware of an opportunity that we presented to them. They would have "lost out" were it not for our phone call.

With the problems with the real estate market that we are already experiencing, any limits placed on "cold" calling would have a chilling effect on the real estate market place.

We would not be opposed to regulations regarding the use of artificial, computer-generated solicitations, we ourselves find these offensive.

Sincerely,


Jesse W. James


Roger Tierce

Jeff Schween





EX PARTE OR LATE FILED

QUALITY

REAL ESTATE SERVICES, INC.

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

1500 John Harden Dr., Jacksonville, Arkansas 72076
(501) 982-0099



MLS



RECEIVED

AUG 24 1992

MAIL BRANCH

August 19, 1992

Office of the Secretary
Federal Communications Commission
ATTN: Docket No. 92-90
1919 M St. N. W.
Washington, D. C. 20554

Gentlemen:

Please consider that I, as a Realtor, am terribly concerned with the outcome of the vote on the above-referenced issue.

Realtors depend so very much on telephone communications to conduct our business and to enable us to provide the best service to our customers and clients. Restricting this practice would be a great detriment to our means of helping the public.

Housing sales will lead the country out of the recession and strengthen the economy later, if you will not limit our use of the telephone. I have found that Realtors are generally some of the most considerate people you could find, and I would suppose that the annoying phone calls that brought about the thought of having the regulation were not made by Realtors.

Please think of these things when you are asked to consider the above-referenced issue.

Sincerely,

Sales Associate

EX PARTE OR LATE FILED

QUALITY

REAL ESTATE SERVICES, INC.

1300 John Harden Dr., Jacksonville, Arkansas 72076
(501) 982-0099



ML



RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RECEIVED

AUG 24 1992

MAIL BRANCH

August 19, 1992

Office of the Secretary
Federal Communications Commission
ATTN: Docket No. 92-90
1919 M St. N. W.
Washington, D. C. 20554

Gentlemen:

Please consider that I, as a Realtor, am terribly concerned with the outcome of the vote on the above-referenced issue.

Realtors depend so very much on telephone communications to conduct our business and to enable us to provide the best service to our customers and clients. Restricting this practice would be a great detriment to our means of helping the public.

Housing sales will lead the country out of the recession and strengthen the economy later, if you will not limit our use of the telephone. I have found that Realtors are generally some of the most considerate people you could find, and I would suppose that the annoying phone calls that brought about the thought of having the regulation were not made by Realtors.

Please think of these things when you are asked to consider the above-referenced issue.

Sincerely,

Donna K. Hanson

Sales Associate



Dick Dickinson, Realtors®
 1085 Paul Bunyan Drive NW
 PO Box 1118
 Bemidji, Minnesota 56601
 Business (218) 751-1228
 Fax (218) 751-1684

EX PARTE OR LATE FILED

RECEIVED
 RECEIVED

AUG 24 1992

AUG 24 1992 MAIL BRANCH

FEDERAL COMMUNICATIONS COMMISSION
 OFFICE OF THE SECRETARY

August 20, 1992

Office of the Secretary
 Federal Communications Commission
 1915 M Street N.W.
 Washington, D.C. 20554

Dear Secretary:

Re: Docket No. 92-90

We would like to request that no restrictions be placed on Telephone solicitation by Salespersons in Real Estate sales. Reasons for not doing so are listed below.

- For Salespersons new to the business, this type of prospecting activity is essential for them to become established in the business.
- Calling homeowners about potential listings is a low key, non-threatening type of call.
- Generally, these public relation type calls are for future listings. Often a Free Market Analysis or appraisal is offered.
- Securing listings is necessary for sustained success in Real Estate, and Salespeople need to be talking with as many future sellers as possible.
- In our experience, homeowners are seldom bothered by this form of contact. In fact, they often enjoy visiting about what is going on with the Real Estate market!
- Finally, personal telephoning is the only time conserving method of being able to talk with many people.

Thank you for considering our request to not place restrictions on prospecting by telephone.

Yours very truly,

Dick Dickinson
 Broker-Owner



Haverhill, Mass

81 201 92

FCC, Washington, D.C. 20 654
Pocket no-92-90

Re: FCC

EX PARTE OR LATE FILED

My opinion on telecommunications
regulations are very necessary to control
and monitor the industry. Heavy fines
and penalty penalties should be levied
against the telecommunications industry. The
Public is so vulnerable. They do not
know, and are blind not that they are being
ripped off. The public should be protected
against these scums.

Please answer soon with your decisions.

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RECEIVED

AUG 24 1992

MAIL BRANCH

activist

Sincerely

John M. Chuprich

National Consumers League





RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

8/21/92

COLDWELL BANKER
RESIDENTIAL REAL ESTATE
6383 OXON HILL ROAD
OXON HILL, MD 20745

Office of the Secretary FCC

Docket # 92-90

1919 M St. N.W.

Washington D.C. 20554

RECEIVED

AUG 24 1992

MAIL BRANCH

Dear Sirs,

I am writing to voice my opposition to the proposal to restrict live telephone solicitation. I am a licensed realtor in the state of Maryland, Washington D.C. and Virginia. Earning a living selling real estate in a tri state area requires a significant amount of contact with the public. Currently real estate agents like myself, can prospect a number of ways, through media, mass mailings, and telephone contact. Having to rely on the media and mass mailings would squeeze small brokerage firms, and relatively new agents (like myself) either out of the market or close to the edge. Currently the real estate industry is on the edge already.

RECEIVED



EX PARTE OR LATE FILED

AUG 24 1992

MAIL BRANCH

COLDWELL BANKER
RESIDENTIAL REAL ESTATE
6383 OXON HILL ROAD
OXON HILL, MD 20745

My own experience is that when receiving telephone solicitations (live), I utilize a familiar phrase being used nowadays.

I "Just SAY NO"! I sincerely hope the FCC feels the same way.

Sincerely,
Albert Elliott



4609 SOUTH 2300 EAST
SUITE 204
SALT LAKE CITY, UTAH 84117
Office: (801) 272-8888
Fax: (801) 277-4244

EX PARTE OR LATE FILED

RECEIVED

AUG 24

MAIL BRANCH

August 20th, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket #92-90
1919 "M" Street N.W.
Washington, D.C. 20554

RECEIVED

'AUG 24 1992'

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Telephone Consumer Protection Act of 1991

Dear FCC Secretary

As the owner, broker of a small local real estate company, I rely on the telephone to acquaint the general public with our services which are of great value to our clients. Our phone solicitation is ^{simple} ~~single~~, direct and devoid of any pressure. To restrict our use of the telephone in this regard will only restrain trade by giving an advantage to the larger companies with large advertising budgets.

Because our agents are highly skilled professionals, people are lucky to work with us. Please do not create new roadblocks to giving the consumer the right to meet us and benefit by our services.

Sincerely

Paul M. Markosian
Owner/Principal Broker

PMM/sj



EX PARTE OR LATE FILED

RECEIVED

AUG 24

MAIL BRANCH

August 17, 1992

Federal Communications Committee
Attention: Docket No 92-90
1919 M Street, N.W.
Washington, D.C. 20554

RECEIVED

AUG 24 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir:

We the undersigned are very disturbed that our livelyhoods and traditional methods of contact with potential clients and customers is at jeopardy. (Docket No. 92-90 Telephone Consumer Protection Act of 1991).

The "cold" call is vital to our industry and we agree that the mechanical or computer call is a nuisance to the public. An agent making a live call on a specific property is offering a service and information to that customer or client that an artificial mechanical machine cannot--- including discontinuing the call if the party called is not interested.

Please Sir, a true honored profession is at risk here as well as the incomes which in turn pay taxes and help support this wonderful country in which we live.

Thank you for your time and consideration in this matter.

Respectfully,

The Property Shoppe, Inc.

Lucy Wallen
Clara Woodrum
Laura Hamren
Pat Saque
Sina Brooks

Shirley Davis, AS, CMT
Wesley E. Richards
Amy A. Jarvis
Nat Baumgardner
Steve J. Hatfield

