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Federal Communications Commission  
Office of the Secretary

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AUG 26 1992

MAIL BRANCH

EX PARTE OR LATE FILED



August 20, 1992

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,

George Franks, Realtor

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

jw

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CHOICE Realty Partners, Inc.

# The Christensen Company

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Federal Communications Commission  
Office of the Secretary  
1243 Jenifer Street, Madison, WI 53703  
(608) 255-4242 Fax [608] 255-4999

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AUG 26 1992

MAIL BRANCH

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

I understand that a rule is currently being drafted by the FCC which potentially would prohibit the practice of "cold calling." As a Realtor, a substantial part of my business consists of calling prospective clients, and I would object to any rule which limited this central marketing tool.

Realtors characteristically do not operate "boiler pressure" type operations with questionable tactics and difficult salespeople. Realtors depend heavily on their reputation in their communities and our phone practices reflect the respect and good relationships we seek.

When I call people, I do so to introduce myself and find out about the people in my area. I live and work in my market area, and when I call people I do so as a neighbor, colleague and Realtor. The government should not prohibit me from learning more about my neighborhood and neighbors as a businessman and resident.

Furthermore, as a contracted agent, representing a buyer, it would almost be impossible for me to provide my professional services if I were barred from canvassing owners in areas in which my buyer was seeking a new home.

I have gained clients and a good understanding of my market from calls. A prohibition of such calls would severely restrict my ability to do business, and I therefore request that the FCC abandon any plans to do so. Thank you very much for your attention to my concern.

Sincerely,

Thomas R. Christensen  
Realtor

cc: Senator Kasten  
Senator Kohl  
Representative Klug

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# QUALITY

REAL ESTATE SERVICES, INC.

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

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Federal Communications Commission  
Office of the Secretary



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AUG 27 1992

MAN --

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

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**Nicholson**

408 East Church Street  
(Blackwood - Clementon Road)  
Blackwood, New Jersey 08012  
(609) 228-7400/Fax (609) 228-7705  
Toll Free (800) 446-0810

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Office of the Secretary

AUG 26 1992

MAIL BRANCH

Office of the Secretary  
FCC  
Attention: Docket No. 92-90  
1919 M St., N.W.  
Washington, DC 20554

Dear Office of the Secretary:

I want to strongly urge the FCC not to restrict person-to-person telephone solicitations.

In our business our firm has found that non-homeowners when approached through "cold" calling are very interested in the opportunity of homeownership. Most all of our first time buyers who were introduced to the prospect of homeownership by "cold" calling never would have taken that first step had not one of our agents made that contact - they just did not understand that homeownership could be available to them. Nor did they understand how homeownership could cost less than renting.

I only hope that others with our experience will hear about your impending decision and also write to you.

Sincerely,

*Walter Nicholson*  
Walter Nicholson  
Broker

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