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SEP - 9 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

EX PARTE OF LATE FILED

Just A Note . . .

Office of the Secretary, ^{9/2/92}

I am a real estate agent that relies heavily on cold calling prospective customers. One out of every two hundred seems to be annoyed, when I call.

I urge you not to restrict person-to-person telephone solicitations.

92-90

Sincerely,
Tricia Heppner
Realty Executive

ORIGINAL
FILE

EX PARTE OR LATE FILED

Darrell Thomas, GRI REALTOR*

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SEP 09 1992

SEP - 9 1992

MAIL BRANCH

Dear Sir:

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

In reference to regulations being currently drafted to implement the Telephone Consumer Protection Act of 1991 - I would like to urge you not to restrict my ability to use Person-to-Person telephone solicitations.

My business is dependent upon my ability to make "cold" calls. A prohibition of person-to-person cold calls would virtually put me out of business and in my opinion would cripple the residential real estate industry.

To sum up, please do not implement Section # 92.90, Telephone Consumer Protection Act of 1991.

Thank you,

Darrell Thomas

ORIGINAL
FILE

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Re: *Docket # 92-90*
Telephone Consumer
Protection Act 1991

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY MAIL BRANCH

Settler: *93-92*

"*Colo*" *calling* is the
LIFE BLOOD OF MY BUSINESS
AS A RESIDENTIAL REACTOR

WITHOUT IT, I CAN
NOT EXIST AS I WOULD
NOT BE ABLE TO TALK TO
ENOUGH PEOPLE TO BUILD A
BUSINESS.

THANK YOU FOR YOUR
CONSIDERATION. *Steve Ouf*

EX PARTE OR LATE FILED

SHERLOCK HOMES REALTY COMPANY

246 Aikane Street, Kailua, HI 96734
Phone (808) 254-2770 or 254-1100
Fax (808) 254-5466

ORIGINAL
FILE

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MAIL BRANCH

1 September 1992

Office of Secretary,
Federal Communications Commission
Attn: Docket 92-90
1919 M St. N.W.
Washington, DC 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Mr. Secretary:

Please consider the following regarding the intent of the FCC to impose severe restrictions on the use of America's telephone system, by the engine that drives our nation's economy, commerce and business.

Nothing, absolutely, nothing can or will happen in a free market economy until someone sells something, be it an idea, product or service, to someone else. To do so requires relatively unrestricted access to all forms of modern interactive communications.

To deny a sales person or business the ability to contact new prospective customers directly by phone or fax, denies access to new customers and their very livelihood. Every business, to survive and remain viable, depends heavily on consistently finding and serving new customers.

I have been a real estate agent and broker for over 15 years. The proposed regulations in docket 92-90 as I understand them will dramatically have an impact on my industry as a whole and may put me of business. I call lists of property owners and tenants to obtain listings and prospective Buyers. In so doing they learn of market activity and the services I provide. They win, I win, the economy wins.

Like most responsible business persons, I do not wish to alienate prospective customers by berating or abusing them. If they express interest, we talk, if not we don't. (Often a prospect will sign on as a client months later after several brief but polite phone calls.) To get results, one must talk to many people in as little time as possible. This can only be accomplished by telephone. The proposed regulations will cut my business and livelihood by at least two-thirds or more.

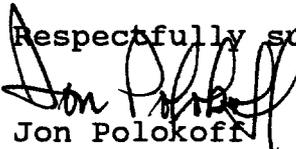
Yes, there is and will always be some abuse of telemarketing, by a small segment of the business community. What rationale is there in the government destroying thousands of businesses and tens of thousands of jobs, as now proposed by these highly restrictive regulations. Rather than blanket restrictions on all callers, which removes the option of choice from the consumer. Telemarketers should be subject to regulations similar to direct mail marketers. Person not wishing to receive unsolicited calls or repeat calls from the same firms should be able to file written notice of such with the callers and the FCC. The use of sequential automatic computer dialer and recorded messages, however, do need to be addressed. Other than restrictions regarding identification of the caller and their return number (on request), the calling of emergency numbers, certain public facilities and certain systems that can tie up the line. We should not over regulate!

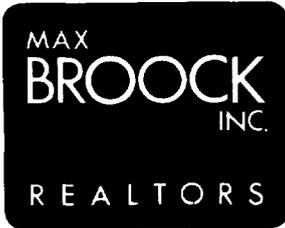
The business community depends on the free exchange of advertising, promotional or other information from one company to another. There **MUST BE NO** restrictions whatsoever, regarding phone calls and fax transmissions (with senders ID and phone number) between one business to another.

Our nation is suffering. Business is in decline. Workers are unemployed. At a time when we should be encouraging and promoting the sale of all type of goods and services, which stimulates production, jobs and taxes. Do we really need more government restrictions, which will choke the very engine that drives our nation's economy.

Thank you for consideration and attention to this matter.

Respectfully submitted


Jon Polokoff
REALTOR



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ORIGINAL FILE

SEP 09 1992

(313) 626-4000

MAIL BRANCH

Charlotte J. Clark
Associate Broker

7011 ORCHARD LAKE ROAD

WEST BLOOMFIELD, MICHIGAN 48322

September 1, 1992

Office of the Secretary
FEDERAL COMMUNICATIONS COMMISSION
Attn: Docket No. 92-90,
1919 M Street N.W.
Washington, D. C. 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Secretary of the Federal Communications Commission:

It has come to my attention that the FCC is drafting regulations to implement the Telephone Consumer Protection Act of 1991, which restricts the use of automatic dialing systems and requires the FCC to consider restrictions on person-to-person solicitations of residential homes. As a Realtor/Broker this deeply disturbs me, that the commission would even consider such a restriction! Realtors nationwide use the telephone for person-to-person "cold call" solicitation in the residential real estate industry--to market our services to potential home buyers and sellers!. This type of marketing/calling has to my knowledge never received an abundance of "complaints" compared to "artificial computer-generated solicitations."

When drafting regulations it would seem of utmost importance not to draft regulations that would be difficult to regulate! Who makes the determination as to what "solicitation" really is comprised of? Under our First Amendment Rights Americans need the rights granted therein--the right to the freedom of speech, and the freedom of choice in particular! To make further regulations that will complicate and confuse the public at large is inappropriate!

Sincerely,

Charlotte J. Clark
Associate Broker
MAX BROOCK, INC.

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WE THE UNDERSIGNED REALTORS AND REALTOR ASSOCIATES

DO HEREBY AGREE WITH THE ATTACHED LETTER

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

WRITTEN ON SEPTEMBER 1, 1992

WRITTEN TO THE FCC: DOCKET 92-90

ORIGINAL
FILE

NAME: ADDRESS: REAL ESTATE LICENSE NO.:

Cecil Kulagay	36790 Janglewood Ln	149456
Suzanne Pagan	7238 Huntcliff	120870
Janda Vitasek	1739 Woodford	207197
Clay Bohring	1816 Long Lake Shores	48352 210358
Terri Clausen	328 Moon Lake Dr.	150546
Janette DeCruz	2933 Laurel	178460
Cliff Maye	1485 Vanstone MLED	222900
Dee Arnold	5910 Clifty Crest	190117
Walt Brown	6000 Indiantown Tr. Pl. Hills	161362
Patricia Brown	5480 W. Maple, WB	207969
Debra Falzon	5880 Seville Circle O.L.	176444
Shirley Norman	5828 Lakewood O.L.	258808
Terri DiAngelo	7186 Chimney Hill	220448
Jane Gomez	2514 Comfort	224982

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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SEP 09 1992

MAIL BRANCH

September 8, 1992

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

ORIGINAL
FILE

Dear Sir:

As a member of the National Association of Realtors I am writing to ask that you not restrict person-to-person telephone solicitations as complaints about this marketing method are extremely low in comparison to other methods such as the use of artificial computer-generated solicitations. As a Realtor the key part of our business involves using the telephone for person-to-person solicitations. Cold calling is very important to my personal marketing program in particular and the Real Estate profession in general.

I refer to Docket No. 92-90, Telephone Consumer Protection Act of 1991, specifically. Please give my request due consideration as it is very important to Realtors to be able to speak to potential buyers and sellers in both residential and commercial business. Thank you.

Yours truly,



Gail A. Derr
817 Potomac Ridge Court
Sterling, VA 20164



JACK CHRISTENSON
REALTORS ^{INC.} [®]

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FEDERAL COMMUNICATIONS COMMISSION
 OFFICE OF THE SECRETARY

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SEP 09 1992

MAIL BRANCH

ORIGINAL
 FILE

September 3, 1992

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

RE: Docket No. 92-90

Dear Sirs:

As I understand the above referenced docket the Federal Communications Commission is considering further restrictions on person to person "cold" calls.

I must tell you that it is very important to our industry in general to have the ability to cold call for purposes of generating new business.

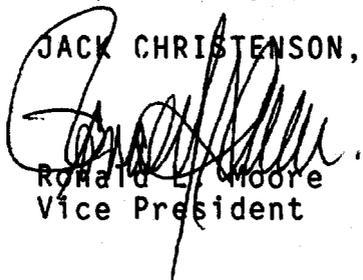
Further, within this company we urge our agents to solicit business by telephone. However, we also have policy which restricts the time these types of calls are to be made.

In conclusion, I believe further restrictions placed on the real estate industry would severely hamper our ability to do business.

Thank you for your consideration.

Respectfully,

JACK CHRISTENSON, INC., REALTORS®



Ronald L. Moore
 Vice President

RLM:mm

Mr Secretary
Federal Communications Commission
1919 M St. N.W.
Washington DC 20554
Docket # 92-90

EX PARTE OR LATE FILED

9-3-92

ORIGINAL
FILE

RECEIVED

SEP 09 1992

MAIL BRANCH
RECEIVED

SEP - 9 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Secretary,

I am a real estate agent who has over the last few years has used person to person cold calling to identify potential clients.

In the last seven years I have had only a minute number (less than 2%) of call recipients indicate any objection to my calls.

The real estate industry has been helping the public sell homes for over 100 years. If we would not get sellers more money - we would not have lasted this long.

Please do not restrict person to person telephone calls to satisfy a vocal minority.

Very truly yours

Jay Weaver
Ree & Poe Inc. Realtors
5415 W. Grand Ave
Gurnee, IL 60039

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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

ORIGINAL
FILE

8 September, 1992

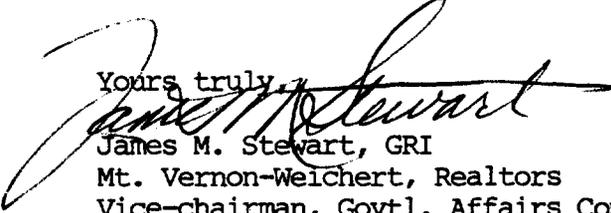
Office of the Secretary
Federal Communications Commission
1919 M St. N.W.
Washington, DC 20554
Attn: Docket No. 92-90

Dear Sir:

As a member of the National Association of Realtors I am writing to ask that you not restrict person-to-person telephone solicitations as complaints about this marketing method are extremely low in comparison to other methods such as the use of artificial computer-generated solicitations. As a Realtor the key part of our business involves using the telephone for person-to-person solicitations. Cold calling is very important to my personal marketing program in particular and the Real Estate profession in general.

I refer to Docket No. 92-90, Telephone Consumer Protection Act of 1991, specifically. Please give my request due consideration as it is very important to Realtors to be able to speak to potential buyers and sellers in both residential and commercial business. Thank you.

Yours truly,



James M. Stewart, GRI

Mt. Vernon-Weichert, Realtors
Vice-chairman, Govtl. Affairs Comm.
Loudoun Association of Realtors



*Above
the
Crowd!*[®]

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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MAIL BRANCH ORIGINAL
FILE

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

September 2, 1992

Dear Secretary:

I am writing in response to proposed regulations which would restrict REALTORS using person to person telephone solicitation and marketing of our services; which is termed "cold calling".

I strongly object to any restrictions on this type of marketing as it would severely restrict our ability to market ourselves and our "product" (real estate) which is our business. "Cold calling" is used as a low cost way of locating potential sellers and buyers, and often times represents a source for as much as 90% of a REALTOR'S business, especially with newer agents trying to establish themselves.

Locating potential sellers and buyers by any means other than the telephone is not only less effective, but most often more costly. Newspaper, television, and radio advertising cannot aim for a specific target, where telemarketing can, and using media advertising exclusively would be extremely expensive.

If "cold calling" is restricted, I would be forced out of business, as would most small real estate firms. Those firms still in business would have to increase their commission rates to compensate for the additional costs.

This restriction may benefit radio, television and the print media, but it would hurt many more business people and consumers alike.

Sincerely,

Paul Wentzel

RE/MAX

bemidji

1510 bemidji ave.
bemidji, minnesota 56601
office: (218) 751-3753
fax: (218) 751-4676



each office independently owned and operated



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MAIL BRANCH

ORIGINAL
FILE

1045 NOVI ROAD
NORTHVILLE, MICHIGAN 48167-1156
TELEPHONE: (313) 348-6430

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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

Attention: Docket #92-90

As a licensed Realtor in the state of Michigan I urge you not to restrict our ability to use person to person telephone solicitations.

Cold calling is extremely important to our business and the residential real estate industry in general.

I thank you for your consideration of this matter.

Sincerely,

Billie Mercier



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MAIL BRANCH FILE

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

1045 NOVI ROAD
NORTHVILLE, MICHIGAN 48167-1156
TELEPHONE: (313) 348-6430

Office of the Secretary
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Attn: Docket #92-90
1919 M St. N.W.
Washington, D.C. 20554

Attention: Docket #92-90

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Cold calling is extremely important to our business and the residential real estate industry in general.

I thank you for your consideration of this matter.

Sincerely,

Barbara Hillmanson



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MAIL BRANCH

ORIGINAL
FILE

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

22218 FORD ROAD
DEARBORN HEIGHTS, MI 48127-2493
TELEPHONE: (313) 565-3200
FAX: (313) 565-2369

September 1, 1992

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.

To Whom It May Concern:

It has been brought to my attention that the Federal Communications Commission is considering restrictions on person to person solicitation of residential homes.

"Cold Calling" is an integral part of my business and the residential real estate industry in general. A key part of the residential real estate business involves using the telephone for person to person solicitations.

Restricting these calls would cut deeply into my personal business and ultimately my earnings.

I strongly urge you not to legislate restrictions on the established practice of "Cold Calling."

Sincerely yours,

A handwritten signature in black ink, appearing to read "Mark Kostelnik". Below the signature, the name "MARK KOSTELNIK" is printed in a bold, sans-serif font.



EX PARTE OR LATE FILED

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SEP 09 1992

MAIL BRANCH ORIGINAL FILE

RECEIVED

SEP - 9 1992

22218 FORD ROAD
DEARBORN HEIGHTS, MI 48127-2493
TELEPHONE: (313) 565-3200
FAX: (313) 565-2369
September 1, 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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

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Restricting these calls would cut deeply into my personal business and ultimately my earnings.

I strongly urge you not to legislate restrictions on the established practice of "Cold Calling."

Sincerely yours,

Laura Carter

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Sept 3, 1992 ORIGINAL FILE RECEIVED

FEDERAL COMMUNICATIONS COMMISSION

SEP 09 1992

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MAIL BRANCH

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

I URGE YOU NOT TO RESTRICT MY PERSON
TO-PERSON TELEPHONE SOLICITATIONS IN THE
REGULATION EXPECTED IN MID-SEPTEMBER.
THIS IS A MAJOR SOURCE OF OF
CUSTOMERS IN MY DAY TO DAY BUSINESS.

92-90

Jim Mentzer

POB + POB INC KENTON
5415 W. GRAND AVE
GURNEE, ILL 60031

EX PARTE OR LATE FILED

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SEP 09 1992

MAIL BRANCH

ORIGINAL
FILE

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SEP - 9 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY



22218 FORD ROAD
DEARBORN HEIGHTS, MI 48127-2493
TELEPHONE: (313) 565-3200
FAX: (313) 565-2369

September 1, 1992

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

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Restricting these calls would cut deeply into my personal business and ultimately my earnings.

I strongly urge you not to legislate restrictions on the established practice of "Cold Calling."

Sincerely yours,

A handwritten signature in black ink that reads "Mike Bisbinis". The signature is written in a cursive, flowing style.

EX PARTE OR LAT



The Vogel Co.

REALTORS

INCORPORATED

711 KAINS AVENUE • SAN BRUNO, CA 94066

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

TELEPHONE:
(415) 583-8010
(415) 952-4663
FAX:
(415) 583-0738

BROKERS:

Larry L. Franzella
Brian F. Boisson
John L. Gieseke
Paul F. Vogel

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SEP 09 1992

MAIL BRANCH

ORIGINAL
FILE

September 3, 1992

Office of the Secretary, FCC
Attn: Docket No1 92-90
1919 M St., N.W.
Washington, DC 20554

Dear Mr. Secretary,

I am writing this letter to urge you not to restrict person-to-person telephone solicitations. The business community and society as a whole does not need this type of limitation on our freedom of communication.

If the use of telephone solicitation becomes a real negative force it will naturally lose effectiveness as a selling tool. As it loses effectiveness it will lose favor with companies using it.

This is a natural and healthy progression in our society. Having government regulations prematurely enacted in order to "protect" us from ourselves will eventually lead to a weaker society dependent on such regulations. Let us take care of ourselves a little, we will all be better off in the long run.

Yours very truly,


John Gieseke

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SEP 09 1992

MAIL BRANCH

ORIGINAL
FILE

August 30, 1992

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir/Madam:

I am writing this letter to express my utter dissatisfaction and complete opposition to the Telephone Consumer Protection Act of 1991, which restricts the person-to-person solicitations of residential homes.

I would like to bring to your attention the importance of these calls and the major role they play in marketing our services to the public and point out the following:

1. Restriction on telephone contacts simply adds to the amount of driving which is neither energy efficient nor environmentally irresponsible.
2. Those residents who do not wish to be contacted can simply arrange with the phone company to have a non-listed phone number.

Based on the above, I urge you to acknowledge the damaging effect of restrictions on person-to-person phone contacts and move to delete this portion of the regulation.

Sincerely,



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MAIL BRANCH

ORIGINAL
FILE

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

1045 NOVI ROAD
NORTHVILLE, MICHIGAN 48167-1156
TELEPHONE: (313) 348-6430

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

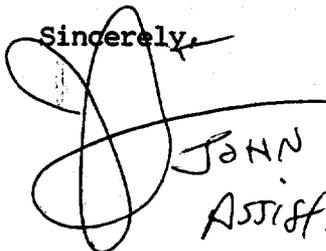
Attention: Docket #92-90

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Cold calling is extremely important to our business and the residential real estate industry in general.

I thank you for your consideration of this matter.

Sincerely,

A large, stylized handwritten signature in black ink, appearing to be "JOHN O'BRIEN".
JOHN O'BRIEN 9/2/92
ASSISTANT MANAGER

EX PARTE OR LATE FILED

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SEP 09 1992

MAIL BRANCH

ORIGINAL
FILE ✓

August 30, 1992

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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Based on the above, I urge you to acknowledge the damaging effect of restrictions on person-to-person phone contacts and move to delete this portion of the regulation.

Sincerely,

Ron Griss

*15+ years in Real Estate
and proud of it!*

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EXPANDED FILED

ERA

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ERA® FIRST FEDERAL REALTY

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

MAIL BRANCH

ORIGINAL
FILE

September 3, 1992

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

RE: Docket No. 92-90

Dear Sir/Madam:

I am writing regarding Docket No. 92-90, Telephone Consumers Protection Act of 1991. As a Realtor, the majority of my income is earned as a direct result of person-to-person telephone solicitation of homeowners. This is how I earn my living, as do countless others in many different professions.

For the government to restrict my ability to earn a living in this manner would, in essence, be restricting the basic freedoms that the Constitution of the United States of America guarantees me as a citizen. This nation supposedly prides itself on the freedoms and opportunities available to each and every citizen to work hard and to earn a decent living. The thought of restricting such a basic tool to the majority of sales and marketing related businesses should not even be a consideration!

Instead of adding to the unemployment and business failures plaguing our country today, why don't you look for ways to assist the citizens in enhancing communications to support them!

I trust that possible restrictions on person-to-person telephone solicitation now and in the future will be treated with the utmost consideration as to how they will affect trade and enterprise in our country. Thank you for your time.

Sincerely,

ERA FIRST FEDERAL REALTY



Lorie E. Hunter
Realtor

34020 W. SEVEN MILE ROAD · SUITE 101 · LIVONIA, MI 48152 · 313-478-3400

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SEP 9 1992

MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY



September 3, 1992

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

Attention: Docket No. 92-90

I have recently learned that the F.C.C. is considering a regulation to restrict person-to-person telephone solicitations. As a practicing professional REALTOR, such a regulation would be devastating to my personal business.

I am asking that this regulation not be imposed - at least on real estate sales persons soliciting clients and customers.

Thank you for your consideration.

Sincerely,

June R. Steelman
Realtor



2901 Providence Road / Charlotte, North Carolina 28211
Office: 704/366-8791 Fax: 704/366-8024 Toll Free: 1-800-537-3638



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SEP 9 1992

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FEDERAL COMMUNICATIONS COMMISSION
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Thank you for your consideration.

Sincerely,

Susan Luke



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