

EX PARTE OR LATE FILED

**GREAT WESTERN BANK** 

A Federal Savings Bank

20195 Stevens Creek Boulevard, Suite 250 • Cupertino, California 95014

**FILE ORIGINAL**

Office of the Secretary  
Federal Communications Comm.

Re: Docket # 92-90

**RECEIVED**

**'SEP 10 1992**

Dear Mr Secretary,

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Cold calling in person on the telephone is very important to my business. Newspaper ads and direct mail don't motivate some people. They need to be able to ask questions about refinancing and lowering their payments. They need a personal touch to break down the old cold glaring stare image confronting them when they ask about a loan at the local office.

We don't use the automatic dialing systems for that very same reason, too cold and impersonal.

LOAN AGENT  
GENE UPTON

1019



BUSINESS: (408) 257-5960

FAX: (408) 257-8539

RESIDENCE: (408) 741-5639

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'SEP 10 1992

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,

A handwritten signature in cursive script that reads "Betty Hudson".

cc: [illegible]

cc: [illegible]

cc: [illegible]

cc: [illegible]



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 10 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

August 30, 1992

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

Dear Federal Communications Commission,

As a Realtor, we use the telephone extensively to prospect for potential buyers and sellers. It is a very important aspect of our business and to restrict its use would be devastating to our industry.

Complaints about person to person telephone solicitations are extremely low compared to other methods such as the use of artificial, computer-generated solicitations. In our industry, person to person telephone solicitations are a major part of our business, to hinder our use would be devastating to the real estate professionals business.

As a professional, full-time realtor, I urge the FCC not to restrict our use of the telephone for person to person real estate solicitations. (RE: Docket No. 92-90, Telephone Consumer Protection Act of 1991)

Sincerely,

Rosemary Firestone



**RE/MAX** Foremost, Inc.  
33966 Eight Mile Road, Suite 102  
Farmington Hills, Michigan 48024  
Phone: (313) 473-6200/422-7849

An Independent Member Broker

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10407 Courthouse Drive  
Fairfax, VA 22030  
September 4, 1992

SEP 10 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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

ORIGINAL  
FILE

Dear Sirs,

I am the 1992 President of the Northern Virginia Association of REALTORS®. The Telephone Consumer Protection Act of 1991 is in its draft status. I understand that the Act restricts the use of automatic dialing systems and we endorse that action. These systems are a nuisance and an intrusion on all citizens.

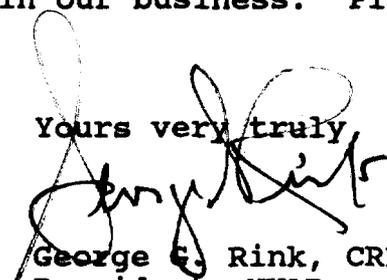
However, being tarred by the same brush is the legitimate use of the telephone for business solicitations by Insurance agents, securities dealers, real estate salespersons, and politicians.

There is little record of abuse which would lead the FCC to conclude that all telephone contacts by providers of service should be eliminated.

The professional salesperson lives by the telephone. It is the tool which permits the salesperson to reach the widest number of consumers who might need the service being offered. In real estate, for example, REALTORS® are trained to ask for information-not badger for a free home trial, or trick consumers through a quiz or phoney free gift. REALTORS® survive by giving valuable services which consumers need and the REALTOR® doesn't get paid until the consumer is satisfied.

On behalf of the thousands of REALTORS® who are already reeling from the effects of the long recession, I ask that you delete any language in the Act which might impede REALTORS® in their occupation. The ability to use the telephone in the solicitation of prospects is critical in our business. Please do not deny that tool to us.

Yours very truly

  
George E. Rink, CRB, GRI  
President, NVAR

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SEP 10 1992

EX PARTE OR LATE FILED

September 4, 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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

ORIGINAL  
FILE

Dear Sirs,

I am very concerned to hear that you intend to eliminate first person telemarketing in the near future. As one who has been trained to be polite and professional on the phone I am disappointed that this can happen.

In all my experiences of telemarketing only two people were angry that I called. Many of them were not interested in my services; they were glad I called because they could ask me questions and get information that they needed.

Telemarketing is not only an important tool in my career, but it is also an important part of the service I provide clients. What better way to find people to purchase my clients' homes?

If people are not interested, I take "no" for an answer and thank them for their time.

Don't punish those of us who provide good service over the phones. Please consider that telemarketing done professionally and courteously is a fair way to do business.

Thank you,

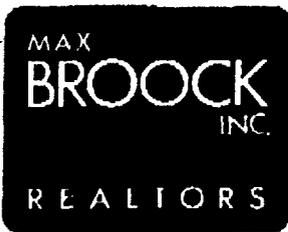


Randy Kuhl

20111 Stevens Creek Boulevard  
Cupertino, CA 95014 408.996.7040  
FAX 408.257.0792



Seville  
PROPERTIES



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FILE

(313) 656-6500

420 WEST UNIVERSITY

ROCHESTER, MICHIGAN 48307

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SEP 10 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

September 2, 1992

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

Dear Sirs:

RE: DOCKET NO. 92-90  
TELEPHONE CONSUMER PROTECTION ACT OF 1991

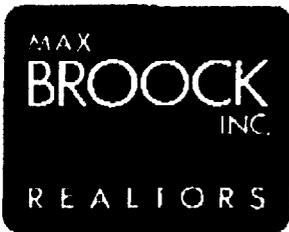
As a REALTOR, I am requesting that the FCC does not put a ban on 'cold' calls. This is a very important part of our marketing program for Buyers and Sellers. I have been informed that there have been very few complaints on calls for person to person solicitations of residential homes.

Sincerely,

MAX BROOCK, INC.

*Davis M Reed*  
313-644-6700





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ORIGINAL  
FILE

(313) 656-6500

420 WEST UNIVERSITY

ROCHESTER, MICHIGAN 48307

RECEIVED

SEP 10 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

September 2, 1992

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

Dear Sirs:

RE: DOCKET NO. 92-90  
TELEPHONE CONSUMER PROTECTION ACT OF 1991

As a REALTOR, I am requesting that the FCC does not put a ban on 'cold' calls. This is a very important part of our marketing program for Buyers and Sellers. I have been informed that there have been very few complaints on calls for person to person solicitations of residential homes.

Sincerely,

MAX BROOCK, INC.

A handwritten signature in cursive script, reading "Betty Jo Ann Sorrentino".





**Sturgis, Inc.**

2115 Plainfield Ave. NE  
Grand Rapids, Michigan 49505  
Business (616) 363-7783  
Business (800) 678-5512  
Fax (616) 363-7109

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ORIGINAL RECEIVED  
FILE

SEP 10 1992

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

August 26, 1992

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

Cold calling is of great importance to those of us who work in real estate sales and who deal directly with the public. Also included in this category are stock brokers, insurance agents, charity solicitors, etc.

I cannot begin to tell you how devastating the restriction you are considering in Docket 92-90 would be, in that we no longer could call potential customers in our search for new business.

I have been on the receiving end of many unsolicited home telephone calls, office calls, home door knocking calls, and, frankly find it refreshing that people have the initiative to make a living by doing this.

Please, please do not impose this unnecessary restriction upon us. We already have too many restrictions mandated us by government and society.

Sincerely,



Each Office Is Independently Owned And Operated