

East County Office
2916 Jamacha Road
El Cajon, CA 92019
(619) 670-6011

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY
McMillin Realty
A CORKY McMILLIN COMPANY

October 7, 1992

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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

Dear Mr. Secretary,

I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,



McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®
Multiple Listing Service, California Association of Realtors, National Association of Realtors



*Above
the
Crowd!*[®]

brian maecker, GRI,CRP

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October 8, 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 Sir:

I and my assistant have been successful real estate licensees in Colorado Springs, CO. for the past seven (7) years. The majority of the business we have generated has been through the use of the telephone for making initial contact with home owners. Our calls are placed at a reasonable hour and we are courteous and polite. We do not play mind or word games with the party who answers the phone. We immediately identify myself, our company and the reason for the call, allowing the party the opportunity to terminate the call as soon as they would like.

It is through this method that we not only attain our financial position in life but we also provide a very valuable service to our community. It is also our desire to uphold the reputation of the business community and our profession.

We therefore strongly urge you not to allow the activity of "cold calling" to be prohibited.

Thank you.

Sincerely,

Brian Maecker
GRI, CRP

Patricia Jaehn
Residential Specialist

BM/cap



RE/MAX properties, Inc.
1465 Kelly Johnson Boulevard
Colorado Springs, Colorado 80920
Phone: (719) 598-4700/1-800-325-0463

RE/MAX

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the
Crowd![®]

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RE/MAX

Performance, Inc.
REALTORS[®]

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Oct. 9, 1992

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

To Whom It May Concern:

This letter is in response to the proposed Docket No. 92-90, Telephone Consumer Protection Act of 1991. I understand that the regulation will restrict person to person solicitations to residential homes in the form of cold-call telephone calls. I would like to say that I'm against the proposed regulation as it is a very important part of my business plan. I hire a professional telemarketer and have made calls on my own as well, and more than 90% of the people contacted are nice and pleasant on the phone and are not rude nor seem to think that this form of prospecting is out of line. I would urge you to vote against this legislation.

Sincerely,

Michael Charney
Michael Charney
Broker Associate

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Office of the Secretary
Federal Communications Commission
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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:

It has come to my attention that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. I am writing to let you know how important "cold calling" is to my business.

"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

Harry Hadley

East County Office
2916 Jamacha Road
El Cajon, CA 92019
(619) 670-6011

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MAIL BRANCH

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

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

Dear Mr. Secretary,

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

Jeri Porteous
McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®
Multiple Listing Service, California Association of Realtors, National Association of Realtors



**MONTANA BROKERS, Inc.,
REALTORS®**

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685 Sunset Blvd.,
Kalispell, Montana 59901
406-752-4747
FAX 406-752-4790

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MAIL BRANCH

October 8, 1992

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir,

I want to register my opposition to any regulation restricting person-to-person solicitations to residential homes (Docket No. 92-90, Telephone Consumer Protection Act of 1991). This type of communication is very important to my business and the residential real estate industry in general. It seems to me that such a regulation would be in direct opposition to our Right of Free Speech guaranteed by our Constitution.

Thank you.

Cordially,


David R. Hedeman
Broker-Owner

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A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

MAIL BRANCH

SKY RIDGE REALTY
RESIDENTIAL REAL ESTATE

LAKE ARROWHEAD VILLAGE
P.O. BOX 1089
LAKE ARROWHEAD, CA 92352
BUS. (714) 336-2131
FAX (714) 336-2400

74-850 HIGHWAY 111
INDIAN WELLS, CA 92210
BUS. (619) 773-2131
FAX (619) 773-3973

September 30, 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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To whom it may concern,

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

It is my understanding that the FCC is drafting a regulation to restrict person to person solicitations to residential homes.

It is critical to all business to have the ability to promote itself through the telephone network. If such a restriction is effected it will have dire effects on all industry, and our economy in general. I am sure there are people who are abusing the use of the telephone, but to restrict those who are using the phone in a professional manner is unreasonable.

Please do not pass such a restriction, the unrestricted use of the telephone is critical to our business.

Regards,

Carol A. Skinner, Realtor
Coldwell Banker Sky Ridge Realty
Lake Arrowhead, California

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October 7, 1992

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:

It has come to my attention that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. I am writing to let you know how important "cold calling" is to my business.

"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,

Andrew Shearman
C 21 All Service Realtors
1076 Broadway
El Cerrito, Ca 94021



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MOUNTAIN GALLERY,
REALTORS®

42153 BIG BEAR BLVD.
P.O. BOX 6820
BIG BEAR LAKE, CA 92315
BUS. (714) 866-3481

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October 8, 1992

TIMOTHY R. WOOD
Broker Associate

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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

To Whom it May Concern:

I have been advised that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitation to residential homes. I wanted to take this opportunity to express my concerns to you regarding this issue.

I am in the real estate business and I live and work in a mountain area called Big Bear Lake. Big Bear is a four season resort community. A majority of homes are vacation homes for people who live in other areas. "Cold" calling is an essential business tool that we use to its full advantage to provide our services. A large portion of our business transactions are done by telephone and mail.

I urge you to abolish Docket No. 92-90. Thank you.

Sincerely,

Timothy R. Wood
President



**MONTANA BROKERS, Inc.,
REALTORS®**

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685 Sunset Blvd.,
Kalispell, Montana 59901
406-752-4747
FAX 406-752-4790

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir,

I want to register my opposition to any regulation restricting person-to-person solicitations to residential homes (Docket No. 92-90, Telephone Consumer Protection Act of 1991). This type of communication is very important to my business and the residential real estate industry in general. It seems to me that such a regulation would be in direct opposition to our Right of Free Speech guaranteed by our Constitution.

Thank you.

Cordially,

Karen Haarr
Broker-Owner



**MONTANA BROKERS, Inc.,
REALTORS®**

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Kalispell, Montana 59901
406-752-4747
406-752-4790

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OFFICE OF THE SECRETARY

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OFFICE OF THE SECRETARY

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Thank you.

Cordially,

Joani Eisentraut
Joani Eisentraut
Broker-Owner

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

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LEISURE
REAL ESTATE

P.O. BOX 1059
3293 MAIN STREET
MAMMOTH LAKES, CA 93546
BUS. (619) 934-2562
BUS. (800) 266-6966
FAX (619) 924-0250

October 7, 1992

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

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

To Whom It May Concern:

I feel strongly that it is extremely important to my business to be able to continue to make person-to-person solicitations into residential homes.

I also feel it is important to my sellers that this marketing tool not be taken away.

I would hate to see the proposed regulation - Docket No. 92-90, Telephone Consumer Protection Act of 1991 - be put into effect.

Sincerely,

COLDWELL BANKER
Leisure Real Estate

George S. Fowler
George S. Fowler
Senior Vice President

GSF/dlc





**MONTANA BROKERS, Inc.,
REALTORS®**

**ORIGINAL
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685 Sunset Blvd.,
Kalispell, Montana 59901
406-752-4747
FAX 406-752-4790

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Office of the Secretary
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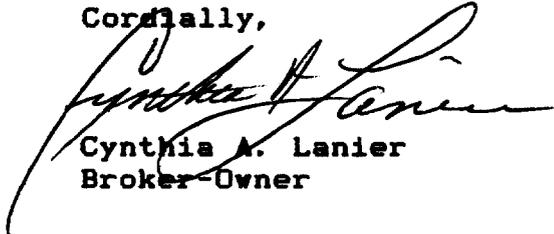
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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Thank you.

Cordially,


Cynthia A. Lanier
Broker-Owner

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

BURNET
REALTY

Rochester/Elton Hills Office
315 Elton Hills Drive
Rochester, MN 55901

800-888-6909
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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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FEDERAL COMMUNICATIONS COMMISSION
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Office of the Secretary
Federal Communication Commission
Attn: Docket No. 92-90
1919 M. Street NW
Washington, D.C. 20554

Dear Sirs:

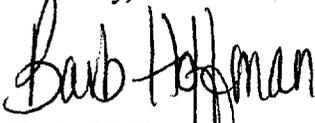
It has come to my attention that you are considering legislation that would restrict person - to - person solicitations to residential homes.

This type of legislation would seriously hinder my business and the Real Estate industry as a whole.

I personally do a lot of "cold calling" and very seldom is there a problem with the people objecting to the calls. More often people are happy to talk with me and have a number of questions.

Please do not pass this legislation.

Sincerely,



Barb Hoffman
Burnet Realty

BURNET
REALTY

Rochester/Elton Hills Office
315 Elton Hills Drive
Rochester, MN 55901
507/288-6909

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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MAIL BRANCH

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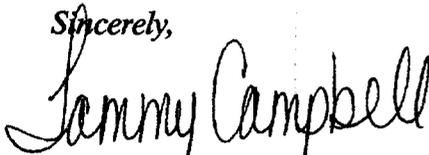
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Please do not pass this legislation.

Sincerely,



Tammy Campbell
Burnet Realty

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MAIL BRANCH

October 7, 1992

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

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:

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"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,



10.7.92

ATTN. ROBERT W. DUDEK

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

SKY RIDGE REALTY
RESIDENTIAL REAL ESTATE

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LAKE ARROWHEAD VILLAGE
P.O. BOX 1089
LAKE ARROWHEAD, CA 92352
BUS. (714) 336-2131
FAX (714) 336-2400

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OCT 15 1992

74-850 HIGHWAY 111
INDIAN WELLS, CA 92210
BUS. (619) 773-2131
FAX (619) 773-3973

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

September 30, 1992

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

To whom it may concern,

It is my understanding that the FCC is drafting a regulation to restrict person to person solicitations to residential homes.

It is critical to all business to have the ability to promote itself through the telephone network. If such a restriction is effected it will have dire effects on all industry, and our economy in general. I am sure there are people who are abusing the use of the telephone, but to restrict those who are using the phone in a professional manner is unreasonable.

Please do not pass such a restriction, the unrestricted use of the telephone is critical to our business.

Regards,



Coldwell Banker Sky Ridge Realty
Lake Arrowhead, California

RE/MAX

MARK

Above
the
Crowd!®

92-90

RE/MAX
REALTORS®

Realty Group

ORIGINAL

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Doug Crowley

- Top Ten Most Successful Agents in Montgomery County for Getting Listings Sold Since 1987!
- National Sales Award
- Top 1% REALTORS® Nationwide
- Attorney, Member D.C. Bar

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October 8, 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir:

I am writing out of concern for the fact that the FCC is reportedly drafting a regulation to restrict person-to-person solicitations to residential homes. As a Realtor whose livelihood depends upon the ability to make phone contact with potential sellers in my market area, I wish emphatically to voice my opposition to any regulation or legislation that would impinge upon or restrict telephone solicitations. I know that such a regulation would be devastating to my business and, I'm sure, to the real estate industry nationwide. It is unimaginable how many billions of dollars in sales would be lost annually - not to mention the taxes the U.S. Treasury would lose.

Please do not promulgate any regulation restricting phone access to potential customers.

Sincerely,

Doug Crowley
REALTOR

6 Montgomery Village Avenue • Gaithersburg, Maryland 20879
(301) 258-7757

Each Office Independently Owned and Operated





*Above
the
Crowd!*

October 8, 1992

Lilia Loo Fong

Broker Associate
Multi-Million Dollar Producer

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OCT 14 1992

MAIL BRANCH

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

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

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

To Whom It May Concern:

I am so concerned about the legislation regarding the restriction for person to person solicitations to residential homes.

Prospecting through the phone has been my livelihood, and has been extremely important to my business.

Please make sure that this legislation doesn't pass!!

Very truly yours,

Lilia Loo-Fong
RE/MAX Realty-100
1370 Valley Vista Dr. #140
Diamond Bar, CA 91765

jl

RE/MAX Realty 100
1370 Valley Vista Drive, Suite 140
Diamond Bar, California 91765
Office: (714) 861-9985 - (818) 961-6107
Res.: (714) 595-0652 Pager: (714) 465-8468
Each Office Independently Owned and Operated



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Office of Secretary
Federal Communications Com.

October 9, 1992

ATTN DOCKET NO. 92-90

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

1919 M. Street N.W.
Washington, D.C. 20554

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MAIL BRANCH

Dear Mr. Secretary =

Telephone solicitation is
extremely important to my business
as a real estate agent.

1. It saves gas
2. Most of the homeowners
in our market are out of town
or even out of state.
3. It saves valuable time
4. We provide a service
almost everyone needs. We are
not trying to sell water softeners
or candy bars.

Please Do Not pass the "Telephone
Consumer Protection Act of 1991"

Sincerely Karen Jones



**MONTANA BROKERS, Inc.,
REALTORS®**

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685 Sunset Blvd.,
Kalispell, Montana 59901
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FAX 406-752-4790

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OFFICE OF THE SECRETARY

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Thank you.

Cordially,

Patricia K. Brant
Broker-Owner

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MAIL BRANCH

October 1, 1992

Office of the Secretary
Federal Communications Commission
Att'n: DOCKET No. 92-90
19119 M Street N.W.
Washington, D.C. 20554

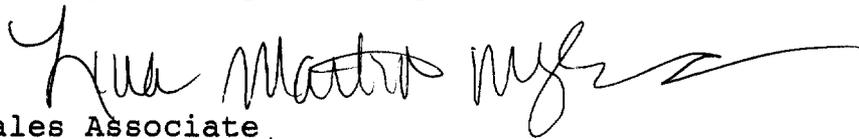
To Whom It May Concern:

Please note my disagreement with Docket No. 92-90 TELEPHONE
CONSUMER PROTECTION ACT OF 1991.

In real estate sales the use of the telephone is crucial in order to make time more productive, and be able to prospect effectively. Telephone solicitation, or "cold calling", is extremely important to my real estate business, and the residential real estate industry in general.

I strongly disagree with the Federal Communications Commission regulation that is being drafted that would restrict person-to-person solicitation to residential homes. I strongly urge you to ensure that Docket No. 92-90 NOT BE PASSED.

Thank you for your prompt attention,



Sales Associate
Lina Martin-Myers
Anthony Real Estate
105 N. Rose #100
Escondido, CA 92027
(619) 741-7898

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OCT 15 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY



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OCT 14 1992

MAIL BRANCH

"each office independently
owned and operated."

October 9, 1992

Federal Communications Commission
1919 M Street NW
Washington, D.C. 20554

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RE: Docket No. 92-90

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Attn: Office of the Secretary

This letter is to let you know how critical cold calling is for us in the real estate industry.

This part of our business is vital to our success and if we are restricted from this activity we feel that it is an infringement on our rights as independent contractors.

It is our sincere hope that we can continue to do business and provide our professional level of service through telephone communications.

Sincerely,

RE/MAX Canyon Creek Realty Inc.

RE/MAX® Canyon Creek Realty, Inc.

22232 17th Avenue S.E. #207
Bothell, WA 98021 • (206) 481-8888



ORIGINAL
FILE

HUNTER REALTY

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OCT 14 1992

MAIL BRANCH

October 7, 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

To whom it may concern:

As a member of the Real Estate industry, we at ERA HUNTER REALTY, INC. want to voice our opinion on the proposed regulation to restrict person-to-person solicitations to residential homes. This form of sales is an important method of reaching potential clients regarding their homes.....within their homes. It is a home service offered by our industry for the public's convenience.

As this is seriously important to us as realtors, we are against any restrictive regulation on "cold calling". We refer to Docket No. 92-90, Telephone Consumer Protection Act of 1991.

Respectfully,

Lawnae C. Hunter, C.R.B., C.R.S.
Owner/Broker

LCH:rs

Santa Maria
1660-B So. Broadway
Santa Maria, CA 93454
(805) 928-4321
FAX 928-2968

Santa Maria/Property Management
1660-B So. Broadway
Santa Maria, CA 93454
(805) 928-4320

Orcutt/Santa Maria
4869 So. Bradley Road
Santa Maria, CA 93454
(805) 937-7227
FAX 934-0072

Relocation Department
1660-B So. Broadway
Santa Maria, CA 93453
(805) 349-9353
1-800-366-3380
FAX 925-8483



"each office independently owned and operated."

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OCT 14 1992
MAIL BRANCH

October 9, 1992

Federal Communications Commission
1919 M Street NW
Washington, D.C. 20554

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RE: Docket No. 92-90

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Attn: Office of the Secretary

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

This letter is to let you know how critical cold calling is for us in the real estate industry.

This part of our business is vital to our success and if we are restricted from this activity we feel that it is an infringement on our rights as independent contractors.

It is our sincere hope that we can continue to do business and provide our professional level of service through telephone communications.

Sincerely,

Barbara Koch

RE/MAX Canyon Creek Realty Inc.

RE/MAX® Canyon Creek Realty, Inc.

22232 17th Avenue S.E. #207
Bothell, WA 98021 • (206) 481-8888