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JAN 2 1993

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

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JAN 2 1993

FCC - MAIL ROOM

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:

As a California REALTOR, I am writing to register an explanation of how important "COLD CALLING" is to my business of selling residential real estate.

In light of current consumer awareness - the general public is very knowledgeable of the fact that many service oriented businesses make new client contact on the telephone. It is the fastest, most productive way to reach potential clients who are interested in buying or selling a home. This is an extremely convenient method of talking to new clients, who are at ease in their own homes, and can discuss their interest in my service for an appointment at a later time.

Please do not place Federal restrictions on "COLD CALLING." It would negatively impact my ability as a REALTOR to earn a living.

Sincerely,

*Wata Klavau*

**RE/MAX** of canyon country  
27125 sierra highway, suite 320  
canyon country, california 91351  
office: (805) 251-2650  
each office independently owned & operated

**RE/MAX** of valencia, inc.  
23822 valencia boulevard, suite 101  
valencia, california 91355  
office: (805) 255-2650  
each office independently owned & operated



*Above  
the  
Crowd!*

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JAN 22 1993

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