

WRA RESPONSE TO DESIGNATED AGENCY E-MAIL

Recently you may have received an e-mail from an exclusive Buyer's Agent regarding the issue of Designated agency. The Wisconsin REALTORS Association and the Real Estate Board support the concept of Designated Agency. The WRA's Designated Agency proposal was developed by the WRA's License Law Committee and approved by the WRA Board of Directors based on an analysis of the use of Designated Agency in several other states, including Illinois. The proposal has been posted on the Wra's Web site for approximately one year and can be found at:

[http://www.wra.org/Legal/proposed_license_law_changes.asp#designated.](http://www.wra.org/Legal/proposed_license_law_changes.asp#designated)

Subject: RE: URGENT Request for Information

Date: Mon, 28 Jan 2002 08:45:59 -0600

From: "Hansen, Clete" <clate.hansen@drl.state.wi.us>

To: 'Jay Reifert' <true-agents@true-agent.com>

I will have to check the Real Estate Board minutes later today.

-----Original Message-----

From: Jay Reifert [<mailto:true-agents@true-agent.com>]

Sent: Saturday, January 26, 2002 7:00 AM

To: clate.hansen@drl.state.wi.us

Cc: oscar.herrera@drl.state.wi.us

Subject: URGENT Request for Information

[Please note that I have cc'd Secretary Herrera into this message, as I think--in light of the tactics that the WRA is employing--that it is essential to have DRL awareness at the highest levels...]

Dear Mr. Hansen,

An issue of grave importance has come to my attention and I need either confirmation or denial.

At the Realtor and Government Day on Thursday, January 24, 2002 a memorandum from the Wisconsin Realtors Association legal staff was circulated to the hundreds of members in attendance stating, in pertinent part, "Recently you may have received an e-mail from an exclusive Buyer's Agent regarding the issue of Designated agency. The Wisconsin REALTORS Association and THE REAL ESTATE BOARD [emphasis added] support the concept of Designated Agency."

[I will re-send this message with a copy of the memo attached, so that you may review it in its entirety. I did not send it with this copy, as I did not want to risk this email bouncing because of the attachment.]

As the author of the email to which the memo refers, I can tell you that my email went out late in the evening of the 23rd of January 2002 and that this response piece was handed to me and all others in attendance sometime between the hour of 11:00am and 12 Noon on the 24th.

What I need to know, as soon as is humanly possible, is whether or not--as of January 24, 2002--the Real Estate Board had given its support to Designated Agency as stated in the WRA's memo.

Please provide me with an emailed or faxed response by the end of Monday, January 28, 2002 if at all possible, as the WRA is moving with extreme speed to introduce Designated Agency as legislation and I do not have much time to present my case.

I truly appreciate any help that you can.

--
Sincerely Yours,

Jay Reifert, Broker/Owner*****Excel-Exclusive Buyer Agency
100% Homebuyer Representation*****5136 E. Hilltop Road
100% Of The Time*****Madison, Wisconsin 53711
South Central Wisconsin's ONLY***** (800)928-9379, Toll Free
Full-Time Exclusive Buyer Agency Firm.*** (608)273-8841, Office
Visit <http://www.true-agent.com> ***** (608)273-8388, Fax Machine
or <mailto:true-agents@true-agent.com>

Subject: RE: URGENT Request for Information

Date: Tue, 29 Jan 2002 08:12:53 -0600

From: "Hansen, Clete" <clete.hansen@drl.state.wi.us>

To: 'Jay Reifert' <true-agents@true-agent.com>

I reviewed the minutes of the Real Estate Board from January 1, 1999 to December 31, 2001.

The minutes of 8/23/01 say:

- Proposals of the Wisconsin Realtors Association

The Board noted the minutes of the WRA Board of Directors Meeting of August 3, 2001. The Board also noted the legislative drafts, relating to broker supervision/liability and agency disclosure. Clete Hansen informed the Board that Rick Staff had already had a meeting with William Black, Legal Counsel of the Board, and discussed several legislative drafts with him. Hansen said that the Department would like to further review the drafts and eventually make its recommendations to the Board.

The minutes of 8/24/00 say:

PUBLIC COMMENT

Rick Staff reported that the WRA will pursue legislative initiatives on 2 issues.

1. Agency law issues relating to dual agency representation.
2. Stopping large nationwide companies or affinity companies from demanding referral commissions under certain circumstances.

-----Original Message-----

From: Jay Reifert [<mailto:true-agents@true-agent.com>]

Sent: Monday, January 28, 2002 5:56 PM

To: Hansen, Clete

Subject: Re: URGENT Request for Information

"Hansen, Clete" wrote:

>
> *I will have to check the Real Estate Board minutes later today.*

So...what's the scoop?

--
Sincerely Yours,

Jay Reifert, Broker/Owner*****Excel-Exclusive Buyer Agency
100% Homebuyer Representation*****5136 E. Hilltop Road
100% Of The Time*****Madison, Wisconsin 53711
South Central Wisconsin's ONLY***** (800) 928-9379, Toll Free
Full-Time Exclusive Buyer Agency Firm.*** (608) 273-8841, Office
Visit <http://www.true-agent.com> ***** (608) 273-8388, Fax Machine
or <mailto:true-agents@true-agent.com>

Check out our NEW website, at: <http://www.Buy-Madison-Real-Estate.com>