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(Start Belt #9)

to a real estate company, and serving a year before being eligible to take your exam, or is this a commission problem? Do you understand what I mean serving an internship before being eligible for license.

SENATOR WHITNEY: Well they put it in the statutes, not the commission, because that could be varied from time to time and I believe it should be a statute, they should know how long they are going to serve as an apprentice, and as a salesman. Now let me explain this to you. The biggest problem with salesmen is the fact that many of them are not active. They do not sell property as a full time basis, and consequently this has to be put in there in order to keep them up on what's going on. In our organization for instance, we have salesmen, we have brokers who have gone there from salesmen, but it's a requirement in our office at least, that in order to become a broker, that he spends full time, as a salesman for the period of a year or two before he goes and takes a broker's examination. We have a lot of these salesmen who probably don't do anything at all for six months, maybe sell one or two properties, and consequently they are not eligible to become a broker, because a broker is the only one that can close transactions, and I think this is very necessary for the protection of the general public.

SENATOR BARNETT: I think that what's leading my question is the fact is that in all professions and I take this real estate as a profession, I find that in the doctors, lawyers and places they serve an internship before they even take their examination to become licensed and in this real estate field you take your examination before you can even go inside the door to start working, so I was asking if there has ever been this suggestion made, and I'd like to throw it to you for your opinion right now if you have it, that it be a part of the statute that you could joint a real estate firm and serve an internship under the direction of that broker, for a period of a year before taking your first exam.

SENATOR WHITNEY: No, I don't believe you should do that because in many instances, you wouldn't get the proper type of instruction whatsoever, we have quite a number of real estate brokerages that would hire salesmen if that's the case just to bird dog for them, go out and pick up listings.

SENATOR BARNETT: I thought maybe that might be the objection, I was afraid of that.

SENATOR WHITNEY: I think you know what I'm getting at, the examination is necessary in order to even know the statutes and know the situation that your confronted with, because so many would probably just bird dog around and not actually, you see you can get a person in problem if you list a property that is not of value.

SENATOR BARNETT: Well we could have changed that by putting this in I think, if it would make it legal for them to serve without being licensed during an internship, but we can always do this later. I wondered if anybody had talked to you other than this, I was just trying to clear it up.

SENATOR WHITNEY: Thank you.

PRESIDENT: Well next to speak is Senator Syas, then Whitney, then it looks like Senator Epke would like to be heard again, we do have a motion to recess, do we have any other business