

that.

SENATOR BARRETT: Wrap around mortgage. That is a term used when a person is borrowing money and wants to refinance and all those sorts of things. The lay person probably wouldn't have much to do with it unless he we were trying to buy up property.

SENATOR CHAMBERS: But I am saying the lay person, if he or she were going to make a purchase, would be involved in these types of activities.

SENATOR BARRETT: Yes, I think that's fair.

SENATOR CHAMBERS: Do you think a lay person understands this activity sufficiently when he or she is making perhaps a lifetime investment well enough to be allowed to enter into such activities?

SENATOR BARRETT: I have a fear, Senator Chambers, that too many do not fully understand the ramifications and implications.

SENATOR CHAMBERS: Thank you. Members of the Legislature, Senator Barrett has been very forthright and the reason I asked him the question is I knew he would. If you can look at what I am trying to say as two boxes drawn in your mind, one box contains the types of activities that the Commission would deal with when people make complaints. The other box involves activities that lay persons become involved with when they are going to buy property. When we deal with the material or the information in the box that the Commission deals with, lay persons may very well not understand those terms or the full significance. So the same has to be true when they are dealing with the real estate person who is going to try to get them to make a purchase. They don't understand in a lot of instances what they are getting involved in. So something has to be done to give protection to the public. If the protection is not going to be provided at the end where the Commission reviews things that are done with reference to the lay person dealing with a real estate agent, perhaps the protection has to be given at the point where the agent deals with the customer. Maybe the lay person needs what might be called a purchaser's bill of rights to explain just what is entailed in these activities, what kind of obligations are being undertaken