

In other words, before you sign a listing agreement you have the right to know that you don't have to list that house with the realtor for a year, nine months, six months, ninety days.

SENATOR PIRSCH: Sure, and that would be covered in the contractual agreement. It is the language after that that I think is very unclear.

SENATOR HIGGINS: You are on page 3.

SENATOR PIRSCH: How can you give a form before you know the real estate is for sale? And again I guess I'm looking at it (interruption).

SENATOR HIGGINS: Why would the form be given prior to the signing of any contractual agreements and before any real estate is shown whether or not the real estate is for sale. Again it is because, as I say, the seller's rights tells you before you sign it, you know, I might be a salesman and just say, Carol, there is a beautiful old home I would like you to see. It is not for sale but, boy, I would love to have you see it. It is just the type of home for you and Al and your children and you would love it. So you go and you look at it. Now to the best of your knowledge it isn't for sale but the real estate person showing it to you may know that he is going to get the listing that evening, the next morning, or whatever. So before he...just to make sure that nobody signs anything or gets involved without knowing first of all all of their rights, we are trying to just cover every possible phase of it.

SENATOR PIRSCH: Okay, I guess I (interruption).

SENATOR HIGGINS: Let's put it this way, my cousin wants to sell her house and I pretend it is not for sale, and then I take you to see my cousin's house, and I know my cousin. If I can con you into paying about \$5,000 more than it is worth because I have bragged it up so much, you know, before...

SENATOR BEUTLER: One minute.

SENATOR HIGGINS: ...I show you that house or anything, I have got to give you that Consumers Act Rights.

SENATOR PIRSCH: Okay, well, maybe I can think about it some