

SENATOR HIGGINS: Could you turn on my...thank you. We are only discussing the amendment that would say real estate agents would give this bill of rights or information out 48 hours before.

SENATOR HANNIBAL: Just the one.

SENATOR HIGGINS: If this one doesn't go, then I'll offer the one to give them a three-day cooling off period.

SENATOR HANNIBAL: Okay, thank you. I oppose the amendment offering the 48 hours advance handout of this. Any of you who have ever been involved in any kind of private enterprise dealing with sales, take an example, buying a new car, and you go into a new car dealer...Senator Goll is not here today, or not in the room right now, oh, he is here. All right. You go into a new car dealership, and I'll be generic for the moment, and you say, I'd like to buy a car and this car salesman says, fine, here is a bill of rights telling you some things that you need to know about me before you can do this and among those things there are several rights that we'll discuss later, but among those they're saying I need to tell you that there is a competitor down the street that also sells cars and may even be the same brand and he may have a better price or a better agreement for you, but I have to give you this because state law tells you...tells me I have to give this to you. So I give you this form and it tells you you can go other places, you can do these other things and you can do these things and these are your rights and they are correct, that they can do that, but I have to give you this now and you have to go home and come back in two days later before I can even offer to sell you this car because you have to have 48 hours notice that these have been given to you and I have to have you sign a receipt, I believe still in the bill, that says I've given this to you so you can come back two days later and then I can sell you the car. Well, while the intent of protecting the consumer and the intent of informing the consumer of their rights, which are indeed rights, while the intent is very laudable, the affront to the free enterprise system, I hope you can see, is untenable. And without going into a long disarray on the pros and cons and several other kinds of examples, which I'm sure you can all come up with, that same problem with real estate is there. And somebody comes into your open house and you're sitting in an open