

ln: 9/19/05

Due: Wednesday, if possible

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2005 BILL

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1 AN ACT *to repeal* 452.01 (1m), 452.01 (2) (d), 452.01 (2) (e), 452.01 (2) (f), 452.01  
2 (2) (g), 452.01 (5m) (d) and 452.133 (1) (g); *to renumber and amend* 452.133  
3 (2) (a); *to consolidate, renumber and amend* 452.137 (1) and (2); *to amend*  
4 452.01 (2) (a), 452.01 (2) (b), 452.01 (2) (h), 452.01 (3e), 452.01 (4d), 452.01 (4h),  
5 452.01 (4p), 452.01 (4t), 452.01 (5m) (intro), 452.01 (5m) (a), 452.01 (5m) (c),  
6 452.01 (5r), 452.01 (7), 452.12 (3), 452.133 (1) (intro.), 452.133 (1) (a), 452.133  
7 (1) (b), 452.133 (1) (c), 452.133 (1) (d), 452.133 (1) (e), 452.133 (1) (f), 452.133 (2)  
8 (intro.), 452.133 (2) (b), 452.133 (2) (c), 452.138, 452.139 (1) and 452.14 (3) (f);  
9 *to repeal and recreate* 452.135; and *to create* 452.01 (2) (am), 452.01 (2)  
10 (bm), 452.01 (5j), 452.01 (5w), 452.01 (7r), 452.133 (2) (a) 2., 452.133 (2) (am),  
11 452.133 (2) (d), 452.133 (2m), 452.133 (4) and (5) and 452.133 (6) of the statutes;  
12 **relating to:** duties of real estate brokers and salespersons.

**Analysis by the Legislative Reference Bureau**

This bill makes several changes to current law regarding real estate practice.

**BILL**

The bill replaces a broker's duty

**BROKERS' DUTIES TO PARTIES AND CLIENTS**

Under current law, a broker providing brokerage services owes certain duties to all parties to a transaction, including the duties to: 1) provide brokerage services to all parties honestly, fairly, and in good faith; 2) when negotiating on behalf of a party, present contract proposals in an objective and unbiased manner and disclose the advantages and disadvantages of the proposals; and 3) account for all property coming into the broker's possession within a reasonable time after receiving it. ~~This bill deletes the second duty, above.~~ The bill also deletes a broker's duty to provide brokerage services in good faith and to account for property within a reasonable time. ~~Instead, under the bill, a broker must safeguard property held by the broker according to rules promulgated by the Department of Regulation and Licensing under authority granted by current law.~~ with a duty to

Under current law, a broker owes to the broker's client all the duties owed to a party, and additional duties to: 1) loyally represent the client's interests by placing the client's interests ahead of the interests of any other party; 2) disclose to the client all material information known to the broker and not known to the client or discoverable through reasonably vigilant observation, unless the information is confidential; and 3) fulfill any legal obligation required by the agency agreement and any legal order by the client that is within the scope of the agency agreement.

This bill modifies the duty to loyally represent the client's interests. Under the bill, a broker satisfies this duty by doing the following: 1) placing the client's interests ahead of the broker's interests; and 2) placing the client's interests ahead of the interests of nonclients in the transaction by not disclosing information and advice to nonclients if disclosure is contrary to the client's interests. The bill also creates a duty to provide, upon the client's request, certain types of information and advice and a duty to negotiate on behalf of a client. Under the bill, a client may waive the broker's duty to negotiate, but only in writing.

*on matters that are material to a transaction* **BROKERAGE SERVICES**

Under current law, a person may not engage in brokerage services unless the person is a licensed broker. Currently, brokerage services include promoting certain transactions in real estate or business opportunities. This bill specifies that brokerage services include promoting certain transactions in real estate, time shares, or businesses or their goodwill, inventory, or fixtures, whether or not the business includes real property.

Under current law, a broker may not provide brokerage services to a party to a transaction ~~unless the broker and the party enter into an agency agreement that authorizes the broker to provide the services.~~ *with without* The agency agreement must contain a statement of the terms and conditions of the brokerage services that the broker will provide. Also under current law, a broker may not provide brokerage services to a party or a client unless the broker has provided the party or client with a disclosure form that: 1) identifies the broker's clients in the transaction; 2) states the broker's duties to the broker's clients; 3) states the broker's duties to a party; and 4) contains a statement, the text of which is prescribed by current law, describing the broker's duties to disclose certain known defects affecting a property and to maintain the confidentiality of certain other information.

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Under the bill, a broker may provide brokerage services to any person, regardless of whether the broker and the person have entered into an agency agreement, except that a broker may not negotiate on behalf of a person who is not the broker's client unless another party to the transaction is the broker's client or is a client of another broker who has engaged the broker to provide brokerage services in the transaction as a subagent (see "Subagency," below), and the broker has provided to the party a disclosure form stating the broker's duties to a person receiving brokerage services from the broker. The bill deletes the requirements that the disclosure form identify the broker's client in the transaction and state the broker's duties to the broker's client. Under the bill, the disclosure form summarizes the broker's duties to parties and the broker's disclosure and confidentiality duties.

The bill creates a separate disclosure form for a broker's client. Under the bill, a broker is required to provide the form to a client not later than the time the broker enters into an agency agreement with the client. The client disclosure form summarizes the broker's duties to clients, the broker's disclosure and confidentiality duties, and the broker's duties if the client is involved in a transaction in which another party is also the broker's client (see "Multiple representation transactions," below).

Under the bill, if the broker is providing services to a person in a transaction in which no party is the broker's client or a client of another broker who has engaged the broker to provide brokerage services as a subagent (see "Subagency," below), the broker may not provide to any party advice or opinions relating to the services the person is receiving if doing so is contrary to the interests of the person or another person receiving services from the broker.

The bill also modifies the current definition of "negotiate." The bill specifies that providing advice or opinions that are material to a person's transaction or showing real estate to a party does not, in and of itself, constitute negotiation.

**SUBAGENCY**

This bill defines a subagent as a broker who is engaged by a principal broker to provide brokerage services in a transaction but who is not the principal broker's employee. A broker may not engage another broker to provide brokerage services to the broker's client as a subagent unless the agency agreement between the broker and the client authorizes the broker to engage a subagent.

Under the bill, a broker who has been engaged to provide brokerage services in a transaction as a subagent owes all parties the duties owed by a broker who is not a subagent. Additionally, a subagent may not place the subagent's interests ahead of the interests of the principal broker's client in the transaction, or provide advice or opinions to parties in the transaction if doing so is contrary to the interests of the principal broker's client. A broker who has been engaged by another broker as a subagent does not owe the principal broker's client the additional duties that a broker owes to the broker's own client.

**MULTIPLE REPRESENTATION TRANSACTIONS**

Currently, a broker may not provide brokerage services to more than one client in a transaction (multiple representation transaction) unless the broker has entered into an agency agreement with, and made certain written disclosures to, each client,

relationship

RELATIONSHIPS AND DESIGNATED AGENCY (CS) (B)

or not

relationships and designated agency

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and each client has given written consent. Under current law, a broker who represents more than one client in a transaction may not place the interests of any client ahead of the interests of another client in the transaction.

This bill deletes the requirement for written consent. Under the bill, if a broker provides negotiation services to each client in a multiple representation transaction only through an employee who is not negotiating on behalf of any other client in the transaction, the employee may provide information, opinions, and advice, even if the information, opinions, or advice favor the interests of one of the clients in the transaction. A client may decline to receive negotiation services in this manner. If a client declines, or if an employee of a broker provides negotiation services to more than one client in a transaction, neither the broker nor any of the broker's employees may place the interests of any client ahead of the interests of another client in the negotiations.

**BROKER LIABILITY**

Current law provides that duties imposed on brokers by statutes or by rules supersede fiduciary duties the broker has to a party based on common law principles of agency, to the extent that common law is inconsistent with the statutes or rules. Under the bill, a broker's duties under the statutes or rules supersede any inconsistent common law duties or obligations, not just fiduciary duties based on agency principles.

Under current law, a broker must supervise, and is responsible for, the acts of any broker, salesperson, or time-share salesperson employed by the broker. Under the bill, a broker is responsible for brokerage services provided on behalf of the broker by a broker, salesperson, or time-share salesperson employed by the broker.

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*The people of the state of Wisconsin, represented in senate and assembly, do enact as follows:*

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**SECTION 1.** 452.01 (1m) of the statutes is repealed.

**SECTION 2.** 452.01 (2) (a) of the statutes is amended to read:

452.01 (2) (a) For another person, and for commission, money, or other thing of value, negotiates or offers or attempts to negotiate a sale, exchange, purchase, or rental of, or the granting or acceptance of an option to sell, exchange, purchase, or rent, an interest or estate in real estate, a time share, or a business or its goodwill, inventory, or fixtures, whether or not the business includes real property.

**SECTION 3.** 452.01 (2) (am) of the statutes is created to read:

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1 452.01 (2) (am) For another person, for commission, money, or other thing of  
 2 value, and based on criteria provided by the person, provides advice or opinions on  
 3 matters that are material to the party's transaction and that are within the scope of  
 4 the knowledge, skills, and training required under s. 452.09 (2) (a) and (3) (a).

5 **SECTION 4.** 452.01 (2) (b) of the statutes is amended to read:

6 452.01 (2) (b) Is engaged wholly or in part in the business of selling or  
 7 exchanging interests or estates in real estate or businesses, including businesses'  
 8 goodwill, inventory, or fixtures, *whether or not the business includes real* to the extent that a pattern of real-estate sales or *property*  
 9 exchanges is established, whether or not such the person owns the real estate is  
 10 owned by such person or businesses. Five sales or exchanges in one year or 10 sales  
 11 or exchanges in 5 years is presumptive evidence of a pattern of sales or exchanges.

12 **SECTION 5.** 452.01 (2) (bm) of the statutes is created to read:

13 452.01 (2) (bm) For another person, and for commission, money, or other thing  
 14 of value shows real estate or a business or its inventory or fixtures, except that this  
 15 paragraph does not include conducting an open house or showing a property that is  
 16 offered exclusively for rent.

17 **SECTION 6.** 452.01 (2) (d) of the statutes is repealed.

18 **SECTION 7.** 452.01 (2) (e) of the statutes is repealed.

19 **SECTION 8.** 452.01 (2) (f) of the statutes is repealed.

20 **SECTION 9.** 452.01 (2) (g) of the statutes is repealed.

21 **SECTION 10.** 452.01 (2) (h) of the statutes is amended to read:

22 452.01 (2) (h) For another person, and for ~~a~~ commission, money, or other thing  
 23 of value, promotes the sale, exchange, purchase, option, rental, or leasing of real  
 24 estate, a time share, or a business opportunities or its goodwill, inventory, or fixtures,  
 25 whether or not the business includes real property. This paragraph does not apply

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1 to a person who only publishes or disseminates verbatim information provided by  
2 another person.

3 **SECTION 11.** 452.01 (3e) of the statutes is amended to read:

4 452.01 (3e) "Brokerage service" means any service described under sub. (2) (a)  
5 to (h) provided by a broker to another person.

6 **SECTION 12.** 452.01 (4d) of the statutes is amended to read:

7 452.01 (4d) "Employ<sup>2,3</sup>," when used in reference to a broker employing another  
8 broker, a salesperson, or a time-share salesperson, ~~includes~~ means engaging the  
9 services of another broker, a salesperson, or a time-share salesperson ~~who provides~~  
10 to provide brokerage services to the broker broker's clients and customers on behalf  
11 of the broker and under the broker's supervision, including engaging a broker,  
12 salesperson, or time-share salesperson as an independent contractor.

13 **SECTION 13.** 452.01 (4h) of the statutes is amended to read:

14 452.01 (4h) "Employee<sup>2,3</sup>," when used in reference to an employee of a broker,  
15 ~~includes~~ means another broker, a salesperson, or a time-share salesperson who  
16 provides brokerage services to the broker broker's clients and customers on behalf  
17 of the broker and under the broker's supervision, including a broker, salesperson, or  
18 time-share salesperson engaged by the broker as an independent contractor.

19 **SECTION 14.** 452.01 (4p) of the statutes is amended to read:

20 452.01 (4p) "Employer<sup>2,3</sup>," when used in reference to a broker who is the  
21 employer of another broker, a salesperson, or a time-share salesperson, ~~includes~~  
22 means a broker who engages the services of another broker, a salesperson, or a  
23 time-share salesperson ~~who provides services to the broker~~ to provide brokerage  
24 services to the broker's clients and customers on behalf of the broker and under the

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1 broker's supervision, including a broker who engages the services of another broker,  
2 salesperson, or time-share salesperson as an independent contractor.

3 **SECTION 15.** 452.01 (4t) of the statutes is amended to read:

4 452.01 (4t) "Employment", when used in reference to a broker's employment  
5 of another broker, a salesperson, or a time-share salesperson, ~~includes~~ means the  
6 state of providing being engaged by a broker to provide services to the broker by the  
7 other broker's clients and customers on behalf of the broker and under the broker's  
8 supervision, including being engaged by the employing broker, the salesperson or the  
9 time-share salesperson as an independent contractor.

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10 **SECTION 16.** 452.01 (5j) of the statutes is created to read:

11 452.01 (5j) "Multiple representation transaction" means a transaction in  
12 which more than one client of a broker is a party. *relationship*

13 **SECTION 17.** 452.01 (5m) (intro) of the statutes is amended to read:

14 452.01 (5m) (intro) "Negotiate" means to ~~act as an intermediary between the~~  
15 parties to a transaction provide to a party assistance within the scope of the  
16 knowledge, skills, and training required under s. 452.09 (2) (a) and (3) (a) in  
17 developing a proposal or agreement relating to a transaction, including doing any of  
18 the following: *this chapter*

19 **SECTION 18.** 452.01 (5m) (a) of the statutes is amended to read:

20 452.01 (5m) (a) Facilitating Acting as an intermediary by facilitating or  
21 participating in the parties' discussion of the terms of a contract or agreement  
22 concerning communications between parties related to the parties' interests in a  
23 transaction. In this paragraph, providing advice or opinions on matters that are  
24 material to a transaction in which a person is engaged or intends to engage or

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1 showing a party real estate does not, in and of itself, constitute acting as an  
2 intermediary by facilitating or participating in communications between parties.

3 **SECTION 19.** 452.01 (5m) (c) of the statutes is amended to read:

4 452.01 (5m) (c) Presenting to a party the proposals of other parties to the  
5 transaction and ~~informing the party receiving a proposal of the advantages and~~  
6 ~~disadvantages giving the party a general explanation of the provisions of the~~  
7 proposal.

8 **SECTION 20.** 452.01 (5m) (d) of the statutes is repealed.

9 **SECTION 21.** 452.01 (5r) of the statutes is amended to read:

10 452.01 (5r) "Party" means a person seeking to ~~sell, exchange, buy or rent an~~  
11 ~~interest in real estate, a business or a business opportunity.~~ "Party" includes a  
12 person who seeks to grant or accept an option to buy, sell or rent an interest in real  
13 estate, ~~a business or a business opportunity~~ engage in a transaction.

14 **SECTION 22.** 452.01 (5w) of the statutes is created to read:

15 452.01 (5w) "Principal broker" means a broker who engages a subagent to  
16 provide brokerage services in a transaction.

17 **SECTION 23.** 452.01 (7) of the statutes is amended to read:

18 452.01 (7) "Salesperson" means any person other than a broker or time-share  
19 salesperson who is employed by a broker ~~to perform any act authorized by this~~  
20 ~~chapter to be performed by a broker.~~

21 **SECTION 24.** 452.01 (7r) of the statutes is created to read:

22 452.01 (7r) "Subagent" means a broker who is engaged by another broker to  
23 provide brokerage services in a transaction, but who is not the other broker's  
24 employee.

25 **SECTION 25.** 452.12 (3) of the statutes is amended to read:



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1           452.12 (3) BROKER'S LIABILITY FOR ACTS OF EMPLOYEES. Each broker shall  
2 supervise, and is responsible for, the acts of, brokerage services provided on behalf  
3 of the broker by any broker, salesperson, or time-share salesperson employed by who  
4 is an employee of the broker.

5           **SECTION 26.** 452.133 (1) (intro.) of the statutes is amended to read:

6           452.133 (1) BROKER'S DUTIES TO ALL PARTIES TO PERSONS IN A TRANSACTION. (intro.)  
7 In A broker who is providing brokerage services to a party to person in a transaction,  
8 a broker shall do all of the following owes all of the following duties to the person:

9           **SECTION 27.** 452.133 (1) (a) of the statutes is amended to read:

10           452.133 (1) (a) ~~Provide~~ The duty to provide brokerage services to all parties to  
11 ~~the transaction~~ honestly, and fairly and in good faith.

12           **SECTION 28.** 452.133 (1) (b) of the statutes is amended to read:

13           452.133 (1) (b) ~~Diligently exercise~~ The duty to provide brokerage services with  
14 reasonable skill and care ~~in providing brokerage services to all parties.~~

15           **SECTION 29.** 452.133 (1) (c) of the statutes is amended to read:

16           452.133 (1) (c) ~~Disclose to each party~~ The duty to timely disclose in writing all  
17 material adverse facts that the broker knows and that the party person does not  
18 know or cannot discover through reasonably vigilant observation, unless the  
19 disclosure of a material adverse fact is prohibited by law.

20           **SECTION 30.** 452.133 (1) (d) of the statutes is amended to read:

21           452.133 (1) (d) ~~Keep~~ The duty to keep confidential any information given to the  
22 broker in confidence, or any information obtained by the broker that he or she knows  
23 a reasonable party person would want to be kept confidential, unless the information  
24 must be disclosed ~~under par. (c) or s. 452.23~~ or is otherwise required by law to be  
25 ~~disclosed~~ or the party person whose interests may be adversely affected by the

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1 disclosure specifically authorizes the disclosure of particular confidential  
2 information. A broker shall continue to keep the information confidential after the  
3 transaction is complete and after the broker is no longer providing brokerage  
4 services to the party person.

5 **SECTION 31.** 452.133 (1) (e) of the statutes is amended to read:

6 452.133 (1) (e) ~~Provide~~ The duty to provide accurate information about market  
7 conditions that affect ~~a~~ the person's transaction, ~~to any party who requests the~~  
8 ~~information~~, within a reasonable time of after the ~~party's~~ person's request, unless  
9 disclosure of the information is prohibited by law.

10 **SECTION 32.** 452.133 (1) (f) of the statutes is amended to read:

11 452.133 (1) (f) ~~Account for all~~ The duty to safeguard trust funds and other  
12 ~~property coming into the possession of a~~ held by the broker that belongs to any party  
13 ~~within a reasonable time of receiving the property as required by rules promulgated~~  
14 by the department under s. 452.13 (5).

15 **SECTION 33.** 452.133 (1) (g) of the statutes is repealed.

16 **SECTION 34.** 452.133 (2) (intro.) of the statutes is amended to read:

17 452.133 (2) **BROKER'S DUTIES TO A CLIENT.** (intro.) ~~In addition to his or her duties~~  
18 ~~under sub. (1), a~~ A broker providing brokerage services to his or her client shall do  
19 owes the client the duties that the broker owes to a person under sub. (1) and all of  
20 the following additional duties:

21 **SECTION 35.** 452.133 (2) (a) of the statutes is renumbered 452.133 (2) (a) (intro.)  
22 and amended to read:

23 452.133 (2) (a) (intro.) Loyally The duty to loyally represent the client's  
24 interests by placing doing all of the following:

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1           1. Placing the client's interests ahead of the broker's interests of any other  
2 party, unless loyalty to a client violates the broker's duties under sub. (1) or s. 452.137  
3 (2).

4           **SECTION 36.** 452.133 (2) (a) 2. of the statutes is created to read:

5           452.133 (2) (a) 2. Placing the client's interests ahead of the interests of persons  
6 in the transaction who are not the broker's clients by not disclosing to persons in the  
7 transaction other than the broker's clients information or advice the disclosure of  
8 which is contrary to the interests of a client of the broker, unless the disclosure is  
9 required by law.

10          **SECTION 37.** 452.133 (2) (am) of the statutes is created to read:

11          452.133 (2) (am) The duty to provide, when requested by the client, information  
12 and advice to the client on matters that are material to the client's transaction and  
13 that are within the scope of the knowledge, skills, and training required under s.

14 452.09 (2) (a) and (3) (a). These matters include the real estate market and  
15 contractual, legal, and regulatory issues.

16          **SECTION 38.** 452.133 (2) (b) of the statutes is amended to read:

17          452.133 (2) (b) ~~Disclose~~ The duty to disclose to the client all information known  
18 by the broker that is material to the transaction and that is not known by the client  
19 or discoverable by the client through reasonably vigilant observation, except for  
20 confidential information under sub. (1) (d) and other information the disclosure of  
21 which is prohibited by law.

22          **SECTION 39.** 452.133 (2) (c) of the statutes is amended to read:

23          452.133 (2) (c) ~~Fulfill~~ The duty to fulfill any obligation required by the agency  
24 agreement, and any order of the client that is within the scope of the agency

*this chapter*

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1 agreement, that ~~are~~ is not inconsistent with another duty that the broker has under  
2 this chapter or any other law.

3 **SECTION 40.** 452.133 (2) (d) of the statutes is created to read:

4 452.133 (2) (d) The duty to negotiate on behalf of the client.

5 **SECTION 41.** 452.133 (2m) of the statutes is created to read:

6 452.133 (2m) DUTIES OF BROKER NEGOTIATING IN MULTIPLE REPRESENTATION  
7 TRANSACTION. (a) If a broker who is negotiating on behalf of more than one of the  
8 broker's clients in a multiple representation transaction provides negotiation  
9 services to each client only through an employee of the broker who is not negotiating  
10 on behalf of any other client of the broker in the transaction, the employee may  
11 provide to the client on whose behalf the employee is negotiating information,  
12 opinions, and advice, even if the information, opinions, or advice favor the interests  
13 of the client on whose behalf the employee is negotiating over the interests of another  
14 client of the broker. A client may at any time decline to receive negotiation services  
15 as described in this paragraph. Before entering into an agency agreement with a  
16 person, a broker shall provide written notice to the person of a client's right to decline  
17 to receive negotiation services as described in this paragraph.

18 (b) If one or more of a broker's clients in a multiple representation transaction  
19 decline to receive negotiation services as described in par. (a), or if a broker's client  
20 in a multiple representation transaction receives negotiation services from the  
21 broker through an employee who is providing negotiation services to another client  
22 of the broker in the same transaction, neither the broker nor any of the broker's  
23 employees may place the interests of any client ahead of the interests of another  
24 client in the negotiations.

25 **SECTION 42.** 452.133 (4) and (5) of the statutes are created to read:

*persons to whom a broker is providing brokerage services in a transaction*

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① 452.133 (4) SUBAGENT'S DUTIES. (a) A subagent owes all parties the duties  
② specified in sub. (1) but does not owe the principal broker's clients the duties under  
3 sub. (2).

4 (b) A subagent may not do any of the following:

5 1. Place the subagent's interests ahead of the interests of the clients of the  
6 principal broker.

7 2. Provide advice or opinions to parties in the transaction if providing the  
8 advice or opinions is contrary to the interests of the clients of the principal broker,  
9 unless required by law.

10 (5) DUTIES WITHOUT AGENCY OR SUBAGENCY RELATIONSHIP. If a broker is providing  
11 brokerage services to a person who is a party or a prospective party to a transaction,  
12 and the broker does not have an agency agreement with the person and is not a  
13 subagent of another broker in the transaction, then the broker owes the person the  
14 duties under sub. (1) and may not, unless required by law, provide advice or opinions  
15 relating to the services the person is receiving from the broker if providing the advice  
16 or opinions is contrary to the interests of the person or a party to a current or  
17 prospective transaction with the person receiving the brokerage services.

18 SECTION 43. 452.133 (6) of the statutes is created to read:

19 452.133 (6) WAIVER OF DUTIES. The duties imposed by subs. (1), (2) (a), (am), (b),  
20 and (c), (2m), (4), and (5) may not be waived. A client may waive, in part or in full,  
21 the broker's duty under sub. (2) (d), except that a waiver under this subsection is not  
22 effective unless the broker provides to the client a written disclosure containing all  
23 of the following:

*of the principal broker who has engaged the subagent*

*who has engaged the subagent*

*who has*

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1 (a) A copy of the text of sub. (2) (d) and s. 452.01 (5m), and a statement that,  
2 as a consequence of the client's waiver, the broker will have no legal duty to perform  
3 the duty imposed by sub. (2) (d).

4 (b) A statement that as a consequence of the client's waiver, the client may  
5 require the assistance of an attorney or another service provider to fulfill the client's  
6 goals and contractual duties in the transaction.

7 **SECTION 44.** 452.135 of the statutes is repealed and recreated to read:

8 **452.135 Providing brokerage services; disclosures.** (1) Except as  
9 provided in sub. (2), a broker may provide brokerage services to any person.

10 (2) (a) A broker may not negotiate on behalf of a party to a transaction who is  
11 not the broker's client unless the broker has provided to the party a copy of the  
12 following written disclosure statement:

13 **BROKER DISCLOSURE TO CUSTOMERS**

14 You are a customer of the broker. The broker is either an agent of another party  
15 in the transaction or a subagent of another broker who is the agent of another party  
16 in the transaction. The broker, or a salesperson acting on behalf of the broker, may  
17 provide brokerage services to you. Whenever the broker is providing brokerage  
18 services to you, the broker owes you, the customer, the following duties:

19 The duty to provide brokerage services to you fairly and honestly.

20 The duty to exercise reasonable skill and care in providing brokerage services  
21 to you.

22 The duty to provide you with accurate information about market conditions  
23 within a reasonable time if you request it, unless disclosure of the information is  
24 prohibited by law.

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The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is prohibited by law.

The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the confidential information of other parties.

The duty to safeguard trust funds and other property the broker holds.

Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.

This disclosure is required by section 452.135 of the Wisconsin Statutes and is for information only. It is a plain-language summary of a broker's duties to a customer under section 452.133 (1) of the Wisconsin Statutes.

(b) Before providing brokerage services to a person pursuant to an agreement with a principal broker, a subagent shall provide to the person a copy of the written disclosure statement under par. (a), unless the person has already received the disclosure statement. This paragraph does not apply to the principal broker's client.

(3) A broker shall provide to a client a copy of the following written disclosure statement not later than the time a broker enters into an agency agreement with the client:

**BROKER DISCLOSURE TO CLIENTS**

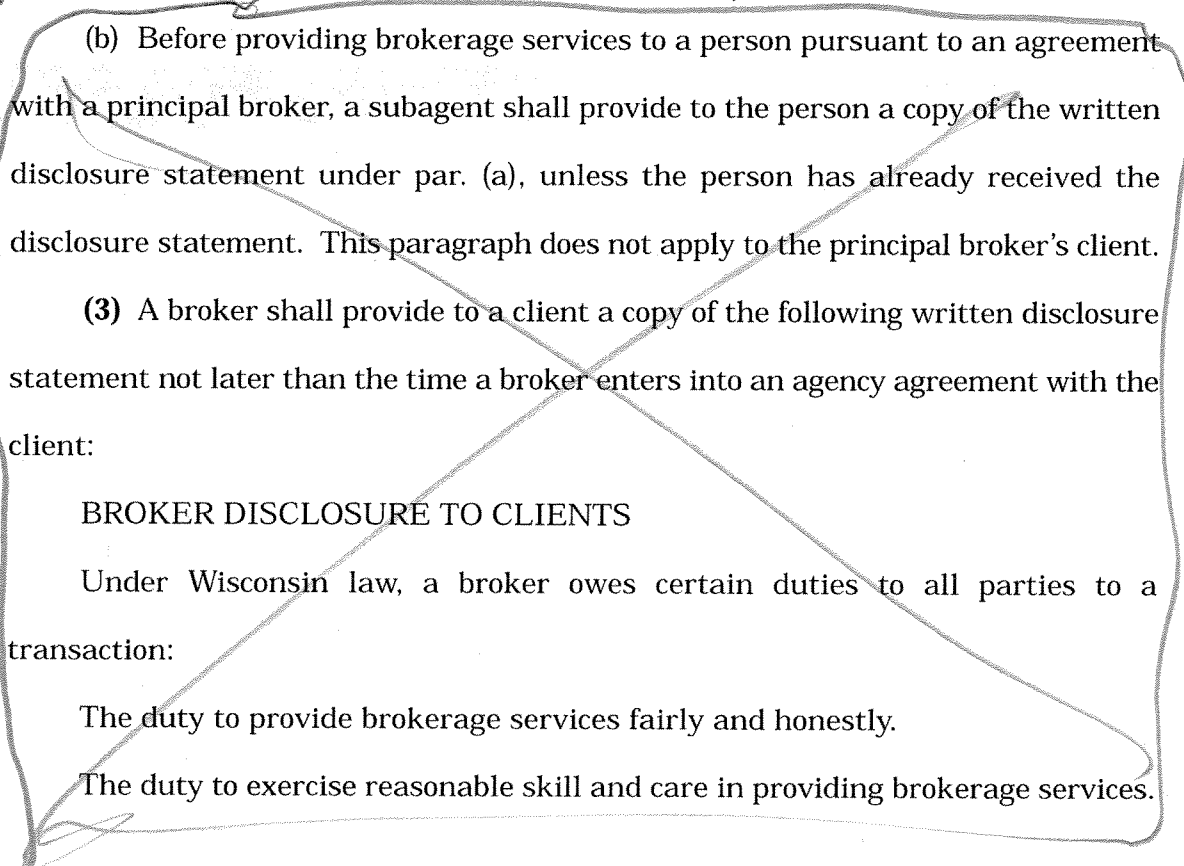
Under Wisconsin law, a broker owes certain duties to all parties to a transaction:

The duty to provide brokerage services fairly and honestly.

The duty to exercise reasonable skill and care in providing brokerage services.

INS  
15-7

INS  
15-12



**BILL****SECTION 44**

1           The duty to provide accurate information about market conditions within a  
2 reasonable time if requested, unless disclosure of the information is prohibited by  
3 law.

4           The duty to disclose in writing certain material adverse facts about a property,  
5 unless disclosure of the information is prohibited by law.

6           The duty to protect confidential information. Unless the law requires it, the  
7 broker will not disclose your confidential information or the confidential information  
8 of other parties.

9           The duty to safeguard trust funds and other property the broker holds.

10           Because you have entered into an agency agreement with a broker, you are the  
11 broker's client. A broker owes additional duties to a client.

12           The broker will provide, at your request, information and advice on real estate  
13 matters that affect your transaction. The broker must provide you with all material  
14 facts affecting the transaction, not just adverse facts.

15           The broker will fulfill the broker's obligations under the agency agreement and  
16 fulfill your lawful requests that are within the scope of the agency agreement.

17           The broker will negotiate for you, unless you release the broker from this duty.

18           The broker will place your interests ahead of the broker's interests. The broker  
19 will not, unless required by law, give information or advice to other persons who are  
20 not the broker's clients, if giving the information or advice is contrary to your  
21 interests.

22           If you become involved in a transaction in which another party is also the  
23 broker's client, different duties may apply. If different salespersons employed by the  
24 broker negotiate on behalf of you and the other client, the broker's duties will remain  
25 the same. Each salesperson will provide to his or her client information, opinions,



**BILL**

1 and advice to assist the client in the negotiations, although the salesperson cannot  
 2 reveal confidential information to another client. If you do not wish to receive  
 3 negotiation services in this manner, indicate by checking the box below. If you check  
 4 the box, neither you nor any other party in the transaction will receive from the  
 5 broker opinions or advice that may favor your interests or the interests of another  
 6 party.

7  If I become involved in a transaction in which another party is also my  
 8 broker's client, I decline to receive negotiation services from an employee of the  
 9 broker who is not providing negotiation services to another client of the broker in my  
 10 transaction.

11 The broker may, with your authorization in the agency agreement, engage  
 12 other brokers who assist your broker by providing brokerage services for your  
 13 benefit. A subagent will not put the subagent's own interests ahead of your interests.  
 14 A subagent will not, unless required by law, provide advice or opinions to other  
 15 parties if doing so is contrary to your interests.

16 Please review this information carefully. A broker or salesperson can answer  
 17 your questions about brokerage services, but if you need legal advice, tax advice, or  
 18 a professional home inspection, contact an attorney, tax advisor, or home inspector.

19 This disclosure is required by s. 452.135 of the Wisconsin Statutes and is for  
 20 information only. It is a plain-language summary of a broker's duties to a client  
 21 under section 452.133 (1), (2), (2m), and (6) of the Wisconsin Statutes.

22 **SECTION 45.** 452.137 (1) and (2) of the statutes ~~are consolidated, renumbered~~  
 23 452.137 (1m) and amended to read: *is repealed.*

24 452.137 (1m) ~~No~~ A broker may provide who is providing brokerage services to  
 25 ~~more than one client in a multiple representation transaction without an agency~~

## BILL

## SECTION 45

1 ~~agreement under s. 452.135 (1) with each client and a written consent to multiple~~  
2 ~~representation. The consent to multiple representation shall contain a statement of~~  
3 ~~the broker's duties under s. 452.133 (1) to a party to the transaction who is not a~~  
4 ~~client, a statement of the broker's duties to the client under s. 452.133 (2), and a~~  
5 ~~statement that the clients understand the broker's duties and consent to the broker~~  
6 ~~providing brokerage services to more than one client. The consent to multiple~~  
7 ~~representation may contain additional disclosures by the broker or additional~~  
8 ~~agreements between the broker and the clients that do not violate any duty of a~~  
9 ~~broker under this chapter. (2) A broker who represents more than one client in a~~  
10 ~~transaction owes to each client in the transaction the duties specified in s. 452.133~~  
11 ~~(2) to each client but (1) and (2). An employee of the broker may not place the~~  
12 ~~interests of any client ahead of the interests of another client during negotiations if~~  
13 ~~any of the broker's clients in the transaction has declined to receive negotiation~~  
14 ~~services from the broker as described in s. 452.133 (2m) (a), or if the employee is~~  
15 ~~negotiating on behalf of more than one of the broker's clients in the transaction.~~

16 **SECTION 46.** 452.138 of the statutes is amended to read:

17 **452.138 Brokers providing services in more than one transaction.** A  
18 broker may provide brokerage services simultaneously to more than one party in  
19 different transactions unless the broker agrees with a client that the broker is to  
20 provide brokerage services only to that client. If the broker and a client agree that  
21 the broker is to provide brokerage services only to that client, the agency agreement  
22 ~~under s. 452.135 (1) shall contain a statement of that agreement.~~

23 **SECTION 47.** 452.139 (1) of the statutes is amended to read:

24 **452.139 (1) FIDUCIARY COMMON LAW DUTIES OF BROKER.** The duties of a broker  
25 specified in this chapter or in rules promulgated under this chapter shall supersede

**BILL**

1 ~~any fiduciary duties of a broker to a party based on~~ duties or obligations under  
2 common law ~~principles of agency~~ to the extent that those common law fiduciary  
3 duties or obligations are inconsistent with the duties specified in this chapter or in  
4 rules promulgated under this chapter.

5 **SECTION 48.** 452.14 (3) (f) of the statutes is amended to read:

6 452.14 (3) (f) Accepted from any person except the broker's, salesperson's, or  
7 time-share salesperson's employer, if the broker, salesperson, or time-share  
8 salesperson is employed as a salesperson or time-share salesperson by a broker, a  
9 commission or valuable consideration as a salesperson or time-share salesperson for  
10 the performance of any act specified in this chapter or as compensation for referring  
11 a person to another broker, salesperson, or time-share salesperson or to any other  
12 person in connection with a real estate transaction;

13 **SECTION 49. Initial applicability.**

14 (1) The treatment of section <sup>S</sup>452.133 (1) (intro.) (a), (b), (c), (d), (e), (f), and (g),  
15 (2) (intro.), (am), (b), (c), and (d), (4), (5), and (6) of the statutes, <sup>V</sup>the renumbering and  
16 amendment of section 452.133 (2) (a) of the statutes, and the creation of section  
17 452.113 (2) (a) 2. of the statutes first apply to agency agreements entered into,  
18 <sup>452.133</sup> modified, or renewed on the effective date of this subsection.

19 (2) The treatment of section 452.12 (3) of the statutes first applies to brokerage  
20 services provided on the effective date of this subsection.

21 **SECTION 50. Effective date.**

22 (1) This act takes effect on the first day of the 6th month beginning after the  
23 effective date of this subsection.

24 (END)

1           **Insert A-1:**

not

The client disclosure form also contains a space for the client to indicate whether the client consents to certain multiple representation relationships. ✓

2           **Insert A-2:**

¶ Under the bill, if a broker's client does not give written consent to multiple representation relationships or if the client withdraws such consent, neither the broker nor the broker's employees may place the interests of any client ahead of the interests of any other in negotiations. ✓ A client may withdraw consent to multiple representation relationships at any time by written notice to the broker. ✓

Also under the bill, if a client consents to multiple representation relationships the client may also consent to receiving negotiation services from the broker in a multiple representation relationship only from an employee of the broker who is not providing negotiation services to another client of the broker in the transaction ("designated agency"). In a designated agency relationship, the broker's employee may provide to the client on whose behalf the employee is negotiating information, opinions, and advice to assist the client in the negotiations, whether or not the information, opinions, and advice place the interests of one of the broker's clients ahead of the interests of another client of the broker. ✓

If a client consents to multiple representation relationships but not to designated agency, the broker and the broker's employees may not place the interests of any client ahead of the interests of any other in negotiations. ✓

3           **Insert 4-1:**

4           **SECTION 1.** 452.01 (1m) of the statutes is amended to read:

5           452.01 (1m) "Agency agreement" means a written agreement between a broker  
6           and a client ~~under s. 452.135 (1) in which the client authorizes the broker to provide~~  
7           brokerage services to the client. ✓

History: 1981 c. 94; 1983 a. 27; 1985 a. 305; 1987 a. 359, 399; 1987 a. 403 s. 256; 1989 a. 341; 1991 a. 221; 1993 a. 127; 1995 a. 27, 400; 1997 a. 263; 2001 a. 102.

8           **Insert 6-6:**

9           **SECTION 2.** 452.01 (3w) of the statutes is created to read:

10           452.01 (3w) "Designated agency" means a multiple representation  
11           relationship in which each client of the broker in the multiple representation  
12           relationship receives negotiation services from the broker only from employees of the

1 broker who are not providing negotiation services to any other client of the broker  
2 in the transaction. ✓

3 **Insert 7-11:**

4 a relationship between a broker and two or more of the broker's clients in which the  
5 clients are parties in the same transaction ✓

6 **Insert 10-15:**

7 **SECTION 3.** 452.133 (1) (g) of the statutes is amended to read:

8 452.133 (1) (g) When the broker is negotiating on behalf of a party, the duty to  
9 present contract proposals in an objective and unbiased manner and disclose the  
10 advantages and disadvantages of the proposals. ✓

History: 1993 a. 127; 1995 a. 400.

11 **Insert 14-7:**

12 **SECTION 4.** 452.134 of the statutes is created to read:

13 **452.134 Agency relationships; multiple representation relationships.**

14 (1) AGENCY RELATIONSHIP NOT REQUIRED. (a) Subject to par. (b), a broker may provide  
15 brokerage services to any person, whether or not the person is the broker's client. ✓

16 (b) A broker may not negotiate on behalf of a party to a transaction unless a  
17 party to the transaction is one of the following: ✓

- 18 1. The broker's client. ✓
- 19 2. A client of a principal broker who has engaged the broker as a subagent. ✓

20 (2) MULTIPLE REPRESENTATION RELATIONSHIPS; CONSENT REQUIRED. A broker may  
21 not provide brokerage services in a multiple representation relationship unless all  
22 of the broker's clients in the multiple representation relationship have consented to  
23 a multiple representation relationship in writing. ✓

1           (3) DESIGNATED AGENCY; CONSENT REQUIRED. (a) A broker in a multiple  
 2 representation relationship may not engage in designated agency unless all of the  
 3 broker's clients in the relationship have consented to designated agency in writing. ✓  
 4 A client may withdraw consent to designated agency by written notice to the broker  
 5 at any time. ✓

6           (b) If a broker is engaged in designated agency, the broker's employee who is  
 7 negotiating on behalf of a client of the broker in the transaction may provide to the  
 8 client on whose behalf the employee is negotiating information, opinions, and advice  
 9 to assist the client in the negotiations, whether or not the information, opinions, and  
 10 advice place the interests of one of the broker's clients ahead of the interests of  
 11 another client of the broker. ✓

12           (4) MULTIPLE REPRESENTATIONS RELATIONSHIP WITHOUT DESIGNATED AGENCY. If a  
 13 broker's client in a multiple representation relationship does not consent to  
 14 designated agency or withdraws consent to designated agency, the broker and the  
 15 broker's employees may not place the interests of any client ahead of the interests  
 16 of any other in the negotiations. ✓

17           **Insert 14-8:**

18           **452.135 Disclosure of duties.** (1) (a) A broker may not negotiate on behalf  
 19 of a party who is not the broker's client unless the broker provides to the party a copy  
 20 of the following written disclosure statement:

21           **Insert 15-7:**

22           4 The duty, when negotiating, to present contract proposals in an objective and  
 23 unbiased manner and disclose the advantages and disadvantages of the proposals. ✓

24           **Insert 15-12:**

1 (b) If a broker is providing brokerage services as a subagent to a principal  
2 broker, the broker shall provide a copy of the written disclosure statement under par.  
3 (a) to any person who is not the principal broker's client and who receives brokerage  
4 services from the broker within the scope of the agreement between the broker and  
5 the principal broker. ✓

6 (2) (a) Except as provided in sub. (b), a broker shall provide to a client a copy  
7 of the following written disclosure statement not later than the time the broker  
8 enters into an agency agreement with the client:

9 **BROKER DISCLOSURE TO CLIENTS**

10 Under Wisconsin law, a broker owes certain duties to all parties to a  
11 transaction:

12 The duty to provide brokerage services to you fairly and honestly.

13 The duty to exercise reasonable skill and care in providing brokerage services  
14 to you. ✓

15 The duty to provide you with accurate information about market conditions  
16 within a reasonable time if you request it, unless disclosure of the information is  
17 prohibited by law. ✓

18 The duty to disclose to you in writing certain material adverse facts about a  
19 property, unless disclosure of the information is prohibited by law. ✓

20 The duty to protect your confidentiality. Unless the law requires it, the broker  
21 will not disclose your confidential information or the confidential information of  
22 other parties. ✓

23 The duty to safeguard trust funds and other property the broker holds. ✓

24 The duty, when negotiating, to present contract proposals in an objective and  
25 unbiased manner and disclose the advantages and disadvantages of the proposals. ✓

1           Because you have entered into an agency agreement with a broker, you are the  
2 broker's client. A broker owes additional duties to a client. ✓

3           The broker will provide, at your request, information and advice on real estate  
4 matters that affect your transaction, unless you release the broker from this duty.  
5 The broker must provide you with all material facts affecting the transaction, not  
6 just adverse facts. ✓

7           The broker will fulfill the broker's obligations under the agency agreement and  
8 fulfill your lawful requests that are within the scope of the agency agreement. ✓

9           The broker will negotiate for you, unless you release the broker from this duty. ✓

10          The broker will not place the broker's interests ahead of your interests. The  
11 broker will not, unless required by law, give information or advice to other parties  
12 who are not the broker's clients, if giving the information or advice is contrary to your  
13 interests. ✓

14          If you become involved in a transaction in which another party is also the  
15 broker's client (a "multiple representation relationship"), different duties may apply. ✓

16           **MULTIPLE REPRESENTATION RELATIONSHIPS AND DESIGNATED**  
17 **AGENCY**

18          A multiple representation relationship exists if a broker has an agency  
19 agreement with more than one client who is a party in the same transaction. In a  
20 multiple representation relationship, if all of the broker's clients in the transaction  
21 consent, the broker may provide services to the clients through designated agency. ✓

22          Designated agency means that different salespersons employed by the broker  
23 will negotiate on behalf of you and the other client or clients in the transaction, and  
24 the broker's duties will remain the same. ✓ Each salesperson will provide information,  
25 opinions, and advice to the client for whom the salesperson is negotiating, to assist



1 the client in the negotiations. Each client will be able to receive information,  
 2 opinions, and advice that will assist the client, even if the information, opinions, or  
 3 advice gives the client advantages in the negotiations over the broker's other clients. ✓  
 4 A salesperson will not reveal any of your confidential information to another party  
 5 unless required to do so by law. ✓

6 If a designated agency relationship is not in effect you may authorize or reject  
 7 a multiple representation relationship. If you authorize a multiple representation  
 8 relationship the broker may provide brokerage services to more than one client in a  
 9 transaction but neither the broker nor any of the broker's salespersons may assist  
 10 any client with information, opinions, and advice which may favor the interests of one  
 11 client over any other client. If you do not consent to a multiple representation  
 12 relationship the broker will not be allowed to provide brokerage services to more than  
 13 one client in the transaction. ✓

14 INITIAL ONLY ONE OF THE THREE LINES BELOW:

- 15 \_\_\_\_\_ I consent to designated agency. ✓
- 16 \_\_\_\_\_ I consent to multiple representation relationships. ✓
- 17 \_\_\_\_\_ I reject multiple representation relationships. ✓

*To indicate whether you consent to designated agency and multiple representation relationships*

18 NOTE: YOU MAY WITHDRAW YOUR CONSENT TO DESIGNATED  
 19 AGENCY OR TO MULTIPLE REPRESENTATION RELATIONSHIPS BY  
 20 WRITTEN NOTICE TO THE BROKER AT ANY TIME. YOUR BROKER IS  
 21 REQUIRED TO DISCLOSE TO YOU IN YOUR AGENCY AGREEMENT THE  
 22 COMMISSION FEES THAT YOU MAY OWE TO YOUR BROKER. IF YOU HAVE  
 23 ANY QUESTIONS ABOUT THE COMMISSION FEES THAT YOU MAY OWE  
 24 BASED UPON THE TYPE OF AGENCY RELATIONSHIP YOU SELECT WITH

*but I do not consent to designated agency*

1 YOUR BROKER YOU SHOULD ASK YOUR BROKER BEFORE SIGNING THE  
2 AGENCY AGREEMENT. ✓

3 SUBAGENCY ✓

4 The broker may, with your authorization in the agency agreement, engage  
5 other brokers who assist your broker by providing brokerage services for your  
6 benefit. A subagent will not put the subagent's own interests ahead of your interests.  
7 A subagent will not, unless required by law, provide advice or opinions to other  
8 parties if doing so is contrary to your interests. ✓

9 Please review this information carefully. A broker or salesperson can answer  
10 your questions about brokerage services, but if you need legal advice, tax advice, or  
11 a professional home inspection, contact an attorney, tax advisor, or home inspector. ✓

12 This disclosure is required by s. 452.135 of the Wisconsin Statutes and is for  
13 information only. It is a plain-language summary of a broker's duties to you under  
14 section 452.133(3) of the Wisconsin Statutes.

15 (b) If a client enters into an agency agreement with a broker to receive  
16 brokerage services related to real estate primarily intended for use as a residential  
17 property containing one to 4 dwelling units, and the written disclosure statement  
18 under par. (a) is not incorporated into the agency agreement, the broker shall obtain  
19 the client's signed acknowledgment that the client has received a copy of the written  
20 disclosure statement.

**DRAFTER'S NOTE**  
**FROM THE**  
**LEGISLATIVE REFERENCE BUREAU**

LRB-1387/5dn

CTS:.....

Imk

(date)

Representative Wieckert:

This is a redraft of LRB-1387/4. Please review it carefully to ensure it is consistent with your intent, and note the following:

1. I have not added to proposed s. 452.134 language contained in the drafting instructions that requires a broker to provide written notice of a client's ability to withdraw from designated agency at any time. Because the draft already requires a broker to provide to a client a written disclosure form that contains this information, the language in the drafting instructions is redundant.

2. For clarity, I have made minor changes to the explanation of multiple representation relationships and designated agency in the client disclosure form. Is this okay?

3. The client disclosure form indicates that a broker is required to disclose in an agency agreement "the commission fees" that the client may owe. Is "commission fees" correct? Also, to my knowledge, neither current law nor the draft require this disclosure in the agency agreement. If it is required by DRL by rule, it is problematic to include this language in a statutorily-required disclosure. If DRL were to change the rule, the disclosure form would be incorrect until the statutes were amended to revise the text of the required disclosure.

4. Because this draft specifies a broker's duties in a multiple representation relationships in a new section, proposed s. 452.134, it appears unnecessary to retain current s. 452.137 ("Brokers providing services to more than one client in a transaction.") This draft therefore repeals current s. 452.137. Is this okay?

Christopher T. Sundberg  
Legislative Attorney  
Phone: (608) 266-9739  
E-mail: christopher.sundberg@legis.state.wi.us

INS

Insert to D-note:

NDP

I have altered the second option in the portion of the client disclosure form in which the client indicates consent to designated agency and multiple representation relationships. ✓  
Based on the substantive law created in the draft, it seemed necessary that the second option clarify that the client is consenting to multiple representation relationships but not to designated agency. ✓ Alternatively, the draft could present just two options: 1) Do you consent to multiple representation relationships? 2) If you consent to multiple representation relationships, do you consent to designated agency? ✓

Also

end of insert

**DRAFTER'S NOTE**  
**FROM THE**  
**LEGISLATIVE REFERENCE BUREAU**

LRB-1387/5dn  
CTS:lmk:jf

September 21, 2005

Representative Wieckert:

This is a redraft of LRB-1387/4. Please review it carefully to ensure it is consistent with your intent, and note the following:

1. I have not added to proposed s. 452.134 language contained in the drafting instructions that requires a broker to provide written notice of a client's ability to withdraw from designated agency at any time. Because the draft already requires a broker to provide to a client a written disclosure form that contains this information, the language in the drafting instructions is redundant.
2. For clarity, I have made minor changes to the explanation of multiple representation relationships and designated agency in the client disclosure form. Is this okay? Also, I have altered the second option in the portion of the client disclosure form in which the client indicates consent to designated agency and multiple representation relationships. Based on the substantive law created in the draft, it seemed necessary that the second option clarify that the client is consenting to multiple representation relationships but not to designated agency. Alternatively, the draft could present just two options: 1) Do you consent to multiply representation relationships? 2) If you consent to multiple representation relationships, do you consent to designated agency?
3. The client disclosure form indicates that a broker is required to disclose in an agency agreement "the commission fees" that the client may owe. Is "commission fees" correct? Also, to my knowledge, neither current law nor the draft require this disclosure in the agency agreement. If it is required by DRL by rule, it is problematic to include this language in a statutorily-required disclosure. If DRL were to change the rule, the disclosure form would be incorrect until the statutes were amended to revise the text of the required disclosure.
4. Because this draft specifies a broker's duties in a multiple representation relationships in a new section, proposed s. 452.134, it appears unnecessary to retain current s. 452.137 ("Brokers providing services to more than one client in a transaction.") This draft therefore repeals current s. 452.137. Is this okay?

Christopher T. Sundberg  
Legislative Attorney  
Phone: (608) 266-9739  
E-mail: christopher.sundberg@legis.state.wi.us

**Sundberg, Christopher**

---

**From:** Risch, Jay  
**Sent:** Monday, October 03, 2005 2:10 PM  
**To:** Sundberg, Christopher  
**Subject:** FW: Agreed upon Draft  
**Attachments:** DRAFTERs notesrjs comments.doc; Slash 5 RJS revisions.doc

Chris,  
Would you make these final changes?  
Thanks -  
Jay

10/4: redraft 05-1387/5 per  
Rick Staff instructions, per  
Scott Becher.

---

**From:** Staff, Rick -VP Legal Services [mailto:rickstaff@wra.org]  
**Sent:** Monday, October 03, 2005 1:58 PM  
**To:** Risch, Jay; Becher, Scott  
**Subject:** Agreed upon Draft

Attached is a revised Word copy of the /5 draft (and drafter's notes) which contain revisions agreed upon by the WRA and the DRL. As the draft indicates there may or may not be one disagreement regarding whether a signature by a client on an agency disclosure form is required before the broker and the client can work together. The issue is flagged but the amendment should be drafted as submitted. If we need to change it later it is a one word change which will take 30 seconds for the drafter to revise. Scott, Jay said that he would send it over to the drafter (I caught him in the office first). Let me know if you have any questions.

Thanks much,

*Richard Staff*  
*Senior Staff Attorney*

<<DRAFTERs notesrjs comments.doc>> <<Slash 5 RJS revisions.doc>>

Wisconsin REALTORS Association  
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Fax: 608-241-2901

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