

Transcript 2 of Bill Malkasian, participant in the Inman News Conference titled, *The Progressive Realtor Association*. Bill Malkasian holds the position of President of the Wisconsin Realtors Association, yet, in many Associations his position would be better known as Association Manager.

Well, uh, we'll start in Wisconsin. We, uh, we have very, um, we do not have many people left in the Department of Regulation and Licensing real estate area. Um, and there's sort of a reason why and that is the, uh, in a certain sense, over the number of years I've been here, we've taken over a lot of those responsibilities. The code, uh, we write the codebooks, um, I mean they're basically the processing entity to get in but we're the primary teacher of the information, etcetera. Here's the real question, the question is, we have a ton of new agents and so, y'know it's 72 hours to get a real estate license in Wisconsin to be a sales agent, so the question is y'know, let's make it 150. Almost every research piece that we do, it doesn't show that the 150's gonna make any difference, but what it does show is, we need to do something with the broker and the broker supervision rules, because the broker isn't supervising the agent, and I don't know if that's because of new business models, or the majority of brokers in Wisconsin are selling brokers slash managing brokers compared to maybe just some of our larger companies, but it becomes very apparent that the broker/manager is not doing the supervision of the agent and I think that's what we're gonna look at a little harder, in trying to figure out ways if we can empower the broker a little more to be a better supervising broker through different types of tools, maybe some regulation but probably more types of educational tools.