

## ORAL DISCLOSURE

Brokers, salespersons, builder/owner salespersons, or campground salespersons are required to provide sellers and buyers with the written Consumer Notice at the initial interview\* if the parties meet in person. However, if the initial interview occurs over the telephone, those identified licensees must provide the seller or buyer with the following oral disclosure verbatim.

**“The Real Estate Law requires that I provide you with a written Consumer Notice that describes the various business relationship choices that you may have with the real estate licensee. Since we are discussing real estate without you having the benefit of the Consumer Notice, I have the duty to advise you that any information that you give me at this time is not considered to be confidential unless and until you and I enter into a business relationship. At our first meeting, I will provide you with a consumer notice which explains those business relationships and my corresponding duties.”**

The same disclosure should be provided in Internet communications. The written Consumer Notice must then be provided either at the first meeting or at the time the property is shown.

\*An initial interview is the first substantive discussion between a licensee other than a cemetery broker, cemetery salesperson, or cemetery company involving the personal/business needs or motivations of the consumer. A discussion of the objective facts of the property including dimensions, zoning classification, description of the list price/lease amount is not by itself a substantive discussion.