

TO: Senator Dole
FR: Kerry

RE: National Brokers Communication Congress
September 25, 1991

*You will be speaking to approximately 120 people associated with Century 21--corporate officers, regional directors, and franchisees/brokers.

*Kansans present will be Betty Fletcher, broker/owner from Wichita, and Steve Atchison, Regional Director for Kansas, Missouri, and Southern Illinois.

*The NBCC meets biannually to provide an open forum for the discussion of issues influencing the real estate marketplace, and the Century 21 system.

*This year's program focuses on the Easter Seals/Century 21 "Easy Access Housing for Easier Living" campaign, and the Joint Resolution authorizing the President to proclaim November, 1991, as "National Accessible Housing Month."

*Robin, who will introduce you, suggested that you speak for 10-15 minutes, and take questions following your remarks. She has read and approved the attached talking points.

Wed, Sept 25

NATIONAL BROKERS' COMMUNICATION CONGRESS
POLITICAL PROGRAM
NATIONAL HOUSING ACCESSIBILITY MONTH
SEPTEMBER 25, 1991

10:00 AM	BREAK Please make changes to Hill appointments during break	
10:15	WELCOME/OVERVIEW	Robin Dole
10:20	MESSAGE FROM THE PRESIDENT Century 21 Real Estate Corp.	Dick Loughlin
10:30	MESSAGE FROM THE PRESIDENT National Easter Seal Society	Jim Williams
10:50	ISSUES DISCUSSION/CAPITOL HILL PROCEEDINGS	Robin Dole
11:20	COMMUNITY ACTION/PUBLIC RELATIONS	Monte Helme
11:45 11:30	LUNCH/GUEST SPEAKER	Senator Dole
1:00 PM	BOARD BUSES TO CAPITOL HILL (NBCC Reps. and RDs)	
1:30	PHOTOGRAPH ON CAPITOL HILL (NBCC Reps. and RDs)	Monte Helme
2:00 - 5:00	CAPITOL HILL APPOINTMENTS (NBCC Reps. and RDs)	
3:00 - 6:00	POLITICAL DEBRIEFING Room TBA	

TO: YVONNE, MO AND KERRY
FROM: ROBIN DOLE
RE: SPEECH TO CENTURY 21 GROUP
DATE: SEPTEMBER 18, 1991

Date: September 25, 1991
Time: Luncheon -- 11:30am - 1:00pm
Remarks -- 11:45am
Location: Hyatt Regency Washington on Capitol Hill
400 New Jersey Avenue, N.W.
(202)737-1234/ask for CENTURY 21 desk
On-site location: Yorktown Room -- Ballroom level
Meeting: CENTURY 21 National Brokers' Communication Congress
September 24 - 27, 1991
Political Program -- September 25, 1991
Attendance: Approximately 120 members of CENTURY 21 system --
including corporate officers, regional directors
and franchisees/brokers who are elected or
appointed to serve as representatives.
Kansans: Betty Fletcher -- broker/owner
CENTURY 21 Jim Fletcher Realty, Inc.
Wichita, Kansas
Steve Atchison
Regional Director
Kansas, Missouri and Southern Illinois
27 CENTURY 21 offices in Kansas

Each Office is Independently Owned and Operated

YVONNE, MO AND KERRY
SEPTEMBER 18, 1991
PAGE TWO

BACKGROUND INFORMATION:

- o The National Brokers' Communication Congress (NBCC) meets biannually to provide an open forum for the discussion of issues influencing the real estate marketplace, the CENTURY 21 system and franchise operating procedures.
- o At the request of NBCC representatives, one meeting each year is held in Washington and includes a one-day political program which consists of a morning briefing session and afternoon meetings with Members of Congress.
- o This year our political program will focus on the Easter Seals/Century 21 "Easy Access Housing for Easier Living" campaign and the Joint Resolution authorizing the President to proclaim November, 1991, as "National Accessible Housing Month". During afternoon appointments, our representatives will ask their Senators and Congressmen to co-sponsor the resolution.
- o Dad addressed the NBCC in 1983 and 1986.
- o I imagine he will want to be prepared to speak for 15 minutes and take questions following his remarks. Our group will be interested in hearing a brief summary of the issues Congress will consider before adjournment. However, I hope his remarks will emphasize the importance of integrating people with disabilities into society, the importance of making housing accessible to people with disabilities and his personal support for the Easter Seal/CENTURY 21 public education campaign.
- o I will introduce my father -- and plan to address his WWII injury, what an inspiration he is to people with disabilities, his leadership role on disability issues, etc. I will also include a bit of humor.
- o This group will be excited to have the opportunity to hear from my father -- and will be very receptive!

Wed, Sept 25

M E M O R A N D U M

TO: Senator Dole
FROM: Yvonne
DATE: September 9, 1991

HEADQUARTERS COMPANY 881ST ENGINEER BATTALION (MOBILE)
KANSAS ARMY NATIONAL GUARD
PO BOX 312, IOLA, KANSAS 67801
SEPTEMBER 1991

-- Robin called to request her "usual Century 21" meeting for
the following 2 people on Wednesday, September 25, at 2:30 p.m.:

Betty Fletcher -- Century 21 broker from Wichita

Steve Atchison -- Regional Director f/Century 21
for Kansas & Missouri

They would like to say thank you for the joint resolution making
November Accessible Housing Month.

 o.k. to schedule do not schedule

SENATOR BOB DOLE
REMARKS
NATIONAL BROKERS
COMMUNICATION CONGRESS
SEPTEMBER 25, 1991

***IT'S A REAL PRIVILEGE TO BE
HERE THIS MORNING, AND TO
LEND MY SUPPORT TO THE EASY
ACCESS HOUSING CAMPAIGN.**

***CENTURY 21 AND NATIONAL
EASTER SEALS SOCIETY
SHOULD TAKE GREAT PRIDE IN
THEIR COMMITMENT TO THIS
VERY MEANINGFUL PROGRAM.**

***ROBIN AND I HAVE LONG
BEEN INSPIRED BY THE STATE
MOTTO OF KANSAS--"TO THE
STARS THROUGH DIFFICULTIES."**

***BY INCREASING PUBLIC
AWARENESS OF THE NEED FOR**

**BARRIER-FREE HOUSING, YOU
WILL BE HELPING MILLIONS OF
AMERICANS TO REACH THEIR
STARS.**

***ONE OF THE MOST
REWARDING MOMENTS OF MY
POLITICAL CAREER OCCURRED
JULY 26, 1990 WHEN PRESIDENT
BUSH SIGNED THE AMERICANS
WITH DISABILITIES ACT,
PROHIBITING DISCRIMINATION**

AGAINST PERSONS WITH DISABILITIES.

***SEVENTY PERCENT OF ALL
AMERICANS WILL, AT SOME TIME
IN THEIR LIVES HAVE A
TEMPORARY OR PERMANENT
DISABILITY. WHETHER AS A
RESULT OF AGING OR AN
ACCIDENT, ACCESSIBLE-FREE
HOUSING IS A MAJOR CONCERN
FOR MILLIONS OF AMERICANS.**

***UNFORTUNATELY, DISABILITY
KNOWS NO BOUNDARIES --
THEREFORE IT IS ESSENTIAL
THAT WE RECOGNIZE THE
OBSTACLES OUR FRIENDS AND
FAMILY MEMBERS FACE ON A
DAILY BASIS. STAIRS, NARROW
DOORWAYS, AND LACK OF
MANEUVERING ROOM CAN
RENDER A HOME COMPLETELY
INACCESSIBLE.**

***IT IS ESSENTIAL TO
HEIGHTEN PUBLIC AWARENESS
ABOUT ENVIRONMENTAL AND
STRUCTURAL BARRIERS THAT
PREVENT OUR NEIGHBORS
FROM ENJOYING ACTIVE LIVES
IN THEIR OWN HOMES.**

***THE PRIVATE AND PUBLIC
SECTORS BOTH PLAY AN
IMPORTANT ROLE IN
PROMOTING THE FULL**

**INTEGRATION OF PEOPLE WITH
DISABILITIES. PROGRAMS
INITIATED BY THE PRIVATE
SECTOR SUCH AS "EASY
ACCESS HOUSING FOR EASIER
LIVING" HAVE AND WILL BRING
ABOUT THE NEEDED
AWARENESS AND CHANGES FOR
ACCESSIBLE HOUSING.**

***BUILDING A BARRIER FREE
SOCIETY FROM THE START IS**

**COST EFFECTIVE IN THE LONG
RUN AND MORE IMPORTANTLY,
BRINGS DIGNITY TO THE LIVES
OF THOSE WHO WILL BENEFIT
FROM GREATER ACCESS AND
INTEGRATION IN THEIR HOMES
AND COMMUNITIES.**

***ANOTHER IMPORTANT AIM
OF ADA IS TO OPEN DOORS OF
EMPLOYMENT PREVIOUSLY
CLOSED TO QUALIFIED**

INDIVIDUALS WITH DISABILITIES.

***EVERY VOCATIONAL
REHABILITATION STUDY AND
YEARS OF EXPERIENCE SHOW
THAT PERSONS WITH
DISABILITIES ARE HIGHLY
RELIABLE AND PRODUCTIVE
EMPLOYEES. YET, THE
UNEMPLOYMENT RATE FOR THIS
GROUP IS AMONG THE HIGHEST
IN THE NATION.**

***ALL TOO OFTEN,
MISCONCEPTIONS ABOUT THE
ABILITIES OF PERSONS WITH
DISABILITIES DENY MANY THE
OPPORTUNITY TO WORK. THESE
MISCONCEPTIONS ARE COSTLY
NOT ONLY TO BUSINESS, BUT TO
EACH OF US, BY KEEPING
OTHERWISE CAPABLE WORKERS
DEPENDENT ON FEDERAL
FINANCIAL ASSISTANCE.**

***AMERICA MUST BREAK THIS
CYCLE OF DEPENDENCY WITH
ENLIGHTENED POLICIES
PROMOTING SELF-
DETERMINATION. WORK
ENABLES PEOPLE TO
PARTICIPATE IN THE ECONOMY
AS ACTIVE CONSUMERS,
PURCHASING THE GOODS AND
SERVICES THEY NEED AND
DESIRE.**

***ALL AMERICANS BENEFIT
FROM A WORKFORCE BASED ON
INCLUSION, AND NOT
EXCLUSION.**

***IN THE SHORT TERM,
BUSINESSES WILL HAVE TO
SPEND MONEY TO
ACCOMMODATE EMPLOYEES OR
CUSTOMERS WITH
DISABILITIES...BUT AS YOU ARE
SHOWING THROUGH YOUR**

**CAMPAIGN, THESE
ACCOMMODATIONS CAN BE
ACCOMPLISHED EASILY AND AT
MINIMAL COST.**

***LEGISLATION WAS ALSO
ADDED TO ADA WHICH EXPANDS
TECHNICAL ASSISTANCE
PROGRAMS TO ENSURE THE
AVAILABILITY OF INFORMATION
AND EXPERTISE ON HOW TO
MAKE ACCOMMODATIONS...AND**

**WE CREATED A \$5,000 TAX
CREDIT TO HELP DEFRAY COSTS
OF STRUCTURAL CHANGES OR
OTHER ACCOMMODATIONS.**

***MY OWN INTEREST IN
EXPANDING EMPLOYMENT
OPPORTUNITIES FOR
INDIVIDUALS LED TO THE
ESTABLISHMENT OF THE DOLE
FOUNDATION.**

***THE MISSION OF THE
FOUNDATION IS TO INCREASE
THE ECONOMIC INDEPENDENCE
OF PERSONS WITH DISABILITIES
THROUGH EMPLOYMENT AND
TRAINING PROGRAMS.**

***JUST AS THE OPPORTUNITY
TO MAKE A LIVING IS SO
CRITICAL TO PERSONS WITH
DISABILITIES SO, TOO, IS THE
OPPORTUNITY FOR EVERY**

**INDIVIDUAL TO ENJOY ACTIVE
LIVES IN THEIR OWN HOME.**

***THAT'S WHY YOUR PROGRAM
IS SO IMPORTANT, AND THAT'S
WHY I WAS PROUD TO JOIN
WITH MAJORITY LEADER
MITCHELL AS WELL AS
REPUBLICAN LEADER MICHEL
AND REP. STENNY HOYER IN THE
HOUSE IN SPONSORING
LEGISLATION TO PROCLAIM**

NOVEMBER AS NATIONAL ACCESSIBLE HOUSING MONTH."

***WHEN YOU GO TO YOUR
MEETINGS TO DISCUSS ISSUES
WITH YOUR REPRESENTATIVES
YOU CAN GO TO YOUR
MEETINGS WITH A GREAT SENSE
OF PRIDE IN YOUR EFFORTS TO
STRENGTHEN BRIDGES
BETWEEN THOSE WHO BUILD
AND SELL HOMES AND THOSE**

**WITH DISABILITIES WHO WANT
ACCESS TO THEM. AWARENESS
IS THE FIRST STEP TOWARDS
CHANGE.**

***BEFORE I TAKE YOUR
QUESTIONS, I WANTED TO
TOUCH UPON A FEW ISSUES ON
THE FRONT BURNER IN THE
SENATE.**

***IRAQ**

***RUSSIA (WILL MEET THIS
AFTERNOON WITH THE
CHAIRMAN OF UKRAINIAN
PARLIAMENT)**

***MANDATE LEGISLATION**

***WOULD BE HAPPY TO
ANSWER ANY QUESTIONS.**