

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

March 14, 2002

Office of the Secretary
Federal Trade Commission
600 Pennsylvania Ave, N.W. Rm 159
Washington D.C. 20580

Dear Office of the Secretary,

I am the CEO of Charitable Resource Foundation, Inc. We provide telemarketing services to Non-profit organizations that cannot afford or do not have the expertise to conduct fundraising campaign. Most of the organizations we represent are small Non-profits who would rather concentrate on their primary mission instead of being bogged down with the administrative nightmares of a fundraising campaign. We also work with a few large Non-Profit organizations who also see an advantage to outsource the telemarketing aspects of their fund-raising campaigns. They know we can obtain greater results at less cost than they can internally. Saving money is what outsourcing is all about.

I have recently been informed of the proposed amendments to the Telemarketing Sales Rule that would create a national do-not-call list. My company and I are **vehemently opposed** to this proposal for several reasons and will fight it with all our resources. The first reason is there is enough legislation passed within the states to define telemarketing business practices. I would like to see new ways to enforce the existing laws with the states. Secondly, there are certainly constitutional issues that would be adversely affected like Freedom of speech and equal protection. Finally this new proposal would not have an exemption for Non-profits and would not allow them to outsource to a professional fund raiser to manage their campaign.

I have been in this business for 8 years. It is rare to see any of our donors complain about a phone call made on behalf of a non-profit organization. Check our record with the Attorney Generals office. We have had no more than 6 or 7 inquires and 2 complaints in 8 years of business. Most of the people we talk to want to rid themselves of the phone calls made on behalf of Long Distance and financial companies not non-profits. We employ over 130 people. These people have families and obligations to meet. This new proposal would surely affect our business and force us to reduce our staff, our benefits and ultimately our employee's career opportunities. But most importantly, if the small non-profit is not allowed to call or outsource their calling to a professional they will surely be adversely affected or worse put out of business. This does not seem to coincide with President Bush's statements to expand and enhance the non-profit industries work in America.

Sincerely,



Brian D. Wright, CEO
Charitable Resource Foundation, Inc

Office 317-780-7476

Charitable Resource Foundation, Inc.
"Fundraising and Consulting Specialists"

March 9, 2002

Office of the secretary
Federal Trade Commission, Room 159
600 Pennsylvania Avenue N.W.
Washington, D.C. 20580

To Whom It May Concern,

I am writing to express my strong opposition to the proposed establishment of the Federal Trade Commission National Do-Not-Call Registry. I believe that such a ruling would be detrimental to our nations economy and a violation of our First Amendment Rights

As a professional fund raiser I am able to see first hand how the services that we provide to non-profit charities make it possible for them to achieve their missions. Many non-profit charities would cease to exist without the assistance of a professional fund raising organization. This would impact not only the employees of the fund raising organization, but the charities as well.

The charities that we assist have diverse missions and have a positive impact on people from all walks of life. Some of the non-profits that we consult with include: The American War Veterans, The American Deputy Sheriffs Association, The Retired Troopers Association, and The Indianapolis Symphony Orchestra. These charitable organizations each have unique missions and needs that require the assistance of a professional fund raiser. The use of Telemarketing as a fund raising tool is necessary because we rely primarily on small (\$10.00 - \$50.00) contributions by a large number of people to meet our objectives.

If the proposed National Do-Not-Call Registry is allowed to pass it will have a huge impact on our operations and our ability to assist our clients with their financial needs. In the event that the Do-Not-Call legislation is passed, I believe that all calls made on behalf of non-profits should be excluded.

Sincerely,



Douglas A. Galligan
Assistant Call Center Mgr.

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

March 11, 2002

Office of the Secretary
Federal Trade Commission, Room 159
600 Pennsylvania Avenue, N.W.
Washington, D.C. 20580

To whom it may concern:

I am a call center manager for Charitable Resource Foundation who specializes in fundraising for non-profit organizations. Non Profit organizations depend heavily on telemarketing for them to be able to lend help based on the charities mission. Most non-profits do not have the expertise and resources to be able to do their own fundraising effectively.

My company and all of its employees rely heavily upon the success of being able to conduct fundraising for nonprofit organizations. The "Do not Call" list that you are proposing, which includes nonprofits, will put anywhere from 30 to 50% of nonprofit donors out of reach. This will cause my company to loose a considerable amount of revenue and will be forced to start to lay off employees to accommodate. Nonprofits will have to start to provide less service to the public and have to lie of employees themselves.

This legislation will only increase the unemployment rate across the country. From a consumers perspective this legislation is taking away my rights to make a decision as to who I wish to solicit me for my business. This is a perfect example of the government stepping in and telling the people that they are incapable of thinking for themselves.

I do not want my tax dollars spend on legislation is unnecessary because the citizens in the United States are incapable of thinking for themselves and unwilling to accept responsibility for the actions. If a customer does not want to be solicited then that needs to step up and accept responsibility and JUST SAY NO.

In the long run, the legislation will only drive up the cost of doing business. The added cost will be passed through the supply chain and the people that pay the ultimate price are the consumers.

Sincerely,



Brian DaSilva
Call Center Manager
Charitable Resource Foundation

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

March 13, 2002

Office of the Secretary
Federal Trade Commission Room 159
600 Pennsylvania Avenue, NW
Washington, D.C. 20580

Dear Sir or Madam:

I write in regards to the proposed amendments to the Telemarketing Sales Rule, and the negative effects this proposal will have upon myself, each of my co-workers and our clients. I currently work for Charitable Resource Foundation, Inc. Through my years of experience in the field I have never been associated with a more honest and integral organization. We specialize in consulting and fundraising for small to medium size charities, which have limited means raise the appropriate funds to support their much needed community programs. One of our most recent success stories involves a charity called The National Coalition of Prayer. This charity was founded merely 3 years ago with the purpose to restore constitutional right back to our children. The founder of this program had a very basic knowledge of how to spread the word about the NCOP. More importantly had virtually no operating capital to even begin the ball rolling. At this point they had a great cause, which many people would rally behind to support but absolutely no resources to begin raising funds. At that point we were contacted by the NCOP and ask if we could help. After establishing this organization not only had a mission statement, which they supported, but also had a tremendous goal they needed help with we began to raise funds on their behalf. In the short time we have conducted drives for the NCOP we have made huge impact on this charities ability to grow and forward their cause. We gathered hundreds of thousands of petitions and funded 100% of their operating expenses. The only way which this has been made possible for any of our great clients is by seeking support of citizens of this great country. Whom we have given an opportunity to choose for themselves in helping others. What I understand about the current proposal is that it would establish a nationwide do not call list. I firmly believe that do not call list's should me maintained by any organization in our field. However I think it very alarming that the most bothersome calls placed to people will be exempt as stated in the proposed amendment. Telephone companies soliciting long distance service, banks selling credit cards. In my many years of experience in the field never can I recall any customer saying "I hate it when I'm called by an organization raising funds for a charitable cause." I'm certain that if you investigate this area you will find out that the type of calls we make are the most well received calls in the country. With that, wouldn't you believe that this National Do Not Call Register on the table would mislead consumers into believing that "annoying" calls will no longer bother them? When in fact the calls they find MOST bothersome will continue to be made with out prejudice. I couldn't understand how a reasonable person would not find this upsetting. I am certain you can understand this perspective and see yourself what I believe to be true. The fix to this issue as proposed is to state that the "charities will be able to make their own calls". Ideally that is a perfect answer to the problem at hand. However, most chanties and non-profit organization do not have the training or the resources to conduct their own fundraising drives. Many charities to this day have been started originally from a grass roots effort. Legislation of this nature would virtually negate any charitable cause from even getting off the ground, let alone to make a difference in America. If the ability to conduct this type of business where in fact that simple, why do a vast majority of politicians outsource these responsibilities to companies exactly like ours? I find that exemption within said amendment alarming at best. A blatant slap in the face of the charities that will no longer be able to serve our nation regardless of the jurisdiction of the governing body that is pushing this amendment.

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

In closing, I would like to say that I have always supported regulating our industry. Regulations aid in preventing unscrupulous and unethical businesses from tarnishing the image which companies such as Charitable Resource Foundation, Inc has worked so hard to attain and continue. I could never be in support of any such regulations which will allow certain entities particular rights while at the same time preventing legitimate organizations to provide a much needed service to our clients while removing the opportunities of our supporters to choose for themselves. I thank you for your time and consideration today and hope that one voice can make a difference.

Sincerely,

Ralph F. Berryman II
Call Center Manager



Charitable Resource Foundation, Inc
5401 Vogel Road ste 660
Evansville, IN 47715

Phone: 812-471-5069
Fax: 812-471-7074

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

To whom it may concern:

My name is Dustin Byers and I work for Charitable Resource Foundation, I **am** happy to be able to work for a place that helps so **many** people. I believe that what we are doing is not wrong, unless **you** think helping good causes is a **wrong** thing. I would like **to** say that if you were to make the no call list National we **all** would be out of a job and the different charities would not be able **to survive**. It would **cost** them way to much **money** to **do** what we can **do** for them, **I enjoy** calling for the kids, the American **War** Veterans, **National Coalition of Prayer** to get prayer back in public schools, but not forced on those **who do not believe in the same**, and of course the Deputy Sheriffs families that were so unfortunate to lose **their loved ones in the line of duty**. **I am** sure that the families **could use the extra 5000.00 death benefits along with the scholarships for the children to better the children's life**. We are tele-fundraisers not tele-marketers we are very polite when we call individuals **unlike your tele-marketers that call and badger the people**. I have worked here for the last 6 months and have learned a lot from the organization about teamwork and life stories from the people I talk to every day that still reach down and decide to help us because they know what we are doing is Charitable, Like our name says **Charitable Resource Foundation**. We are honest working people just trying to make a living and helping others as an added bonus. You should get rid of people calling for Credit cards and Life insurance and keep the people that are trying to help. I believe the no call list should affect marketers not charities

C.R.F. Telefundraiser,

Dustin Byers

Dustin L. Byers

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

I am a fundraiser for Charitable Resource Foundation.
I raise funds by telephone for many worthy causes.

I depend on my job and really am proud of
what I do.

I am against the national do not call list, because
it affects my income and hurts so many people
who need our help. If they ever have a
national do not call list they should not include
non-profit organizations that try to help
others.

Betty Ann Thompson

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

Federal Trade Commission Representatives,

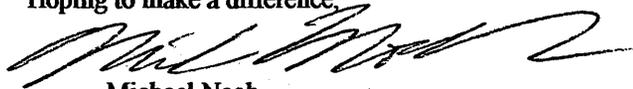
My name is Michael Noah and I am Call Center Manager for Charitable Resource Foundation Indianapolis. Our company represents a wide variety of valuable charities including: The American Deputy Sheriff's Association which provides free membership and assistance to any Sheriff nationwide, The Retired Troopers Association which provides assistance for retired State Troopers and child abuse treatment centers, The American War Veterans which supports homeless and hospitalized Veterans, and the National Coalition of Prayer which was formed to bring morality back to public schools by way of freedom to pray. These are all nation wide non-profit organizations, which do valuable services for our country. We also represent the Indianapolis Symphony Orchestra, one of only 18 full time symphonies in the nation who not only provide culture and entertainment to the city, but also provide educational programs for Indiana's students. All of these organizations are very worthy causes and value the services we provide. We are able to provide services that enable these organizations to concentrate their resources on the programs and services they provide. In most cases we are able to do call center and mailing operations and still provide them with more funds that they could attain doing the operations themselves. Our professionalism speaks for itself, with our company being a part of Indianapolis' fastest growing companies for three years in a row. We receive letters and plaques of gratitude from the organizations we represent on how helpful we are and how courteous and professionally we handle all of our calls. We have even won the Richard Luger award for outstanding community service.

The purpose of this letter is to point out the shortcomings of having a national "do not call" list. The first and most appalling point to point out is the fact that some organizations will suffer from this law whereas others will be exempt. It is hard to believe that bank and telephone company business is more important than professional fundraising for non-profit organizations. All businesses should have equal opportunity for all available resources, which is what free enterprise is all about. It could also be considered a violation of our First Amendment Rights to speech when you allow one organization the ability to contact any party while limiting another organization's contacts.

Another flaw I see in a national "do not call" registry is the fact that supporters of the organizations our company represent may inadvertently cut ties with us while trying to avoid unwanted calls. Fundraising calls are one of the most well received calls by residents. Fundraising calls are rarely ever complained about. Charity calls, unlike credit cards and long distance carriers, which are frequently complained about, yet they would be exempt from this registry.

In conclusion, our company and its employees depend on contact with members of the community. Having a national do not call registry would have a devastating effect on Charitable Resource Foundation and it's 100+ employees. We have had to deal with an Indiana do not call list which has been enacted at the beginning of this year and it has had drastic effects on our files. In our first campaigns of the year we have lost 30-40% of our donors to the do not call list. There has also been another 500,000 people who have now signed up for the do not call list. You can imagine our company, as well as many, many, other call centers across the country, cannot survive at this rate. Most importantly, please consider the millions of jobs lost and the effect it will have not only on our working family, but the many families across the country that depend on such valuable jobs and organizations. Please consider that the enactment of such a law would do more harm than good to companies that are only trying to help others in communities across the country.

Hoping to make a difference,



Michael Noah

Call Center Manager

Charitable Resource Foundation, Indianapolis

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists" 3/12/02

To Whom This May Concern,

My name is Ashley Entwistle and I am an employee at Charitable Resource Foundation. I'm writing this letter because I am strongly against your company putting our company on any "Do Not-Call List". We are an organization that raises money for various charities. These charities consist of helping families of deputies who have been killed in the line of duty, trying to get prayer back into our public schools, fighting against abuse and neglect, and helping our disabled war veterans who fought for us; and that means you, too! Putting us on your list means these various people won't be getting the help they need and deserve. We are not solicitors, we are simply people who have hearts and wish to work for a wonderful company where we help others.

Sincerely,

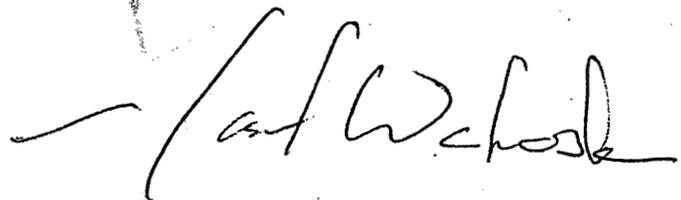
Ashley M. Entwistle
(CRF employee)

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

As a compensated fundraiser working for the Charitable Resource Foundation Inc. we provide fund raising for such companies such as the American Deputy Sheriffs Association, what we do is rely on small gifts from a large number of people utilizing the expertise of professional telemarketing service bureaus. An example is we provide support for families of officers killed in the line of duty. I am opposed to the proposal to ~~amend~~ amend the Telemarketing Sales Rule by including a national do not call registry. If the amendment to the Rule goes into effect, it will adversely affect our organization financially and in turn our program service. I strongly oppose the proposed amendments and that all calls on behalf of nonprofit organizations should be excluded from coverage.

Mark K. Wehoske



Charitable Resource Foundation, Inc.
"Fundraising and Consulting Specialists"

March 14, 2002

Office of the Secretary
Federal Trade Commission
600 Pennsylvania Ave., NW, Room 159
Washington, DC 20580

Dear Office of the Secretary,

I am the Administrative Assistant for Charitable Resource Foundation, Inc. We are a professional fundraiser for Non-profit organizations that rely on us to help them raise funds for programs like the Regular American Veterans helping the homeless veterans in this country, the Retired Troopers Association which helps victims of child abuse and the American Deputy Sheriffs' Association helping to protect Officers by providing them with bulletproof vests and well as provide benefits to wives and children of Deputies killed in the line of duty.

I fell that all calls on behalf of non-profit organizations should be excluded and I am strongly opposed to the national do-not-call list as I feel it is the duty of all Americans to insure our families are not only provided for, but to teach our children the right that we have as American citizens to freedom of speech and that the Constitution of the United States of America is worth defending.

Thanking you in advance for your time and consideration.

Sincerely,



Patti Rains
Administrative Assistant

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

March 12, 2002

As an employee of this organization I would like to submit that I am strongly opposed to the proposed legislation to amend telemarketing sales rules by including a do-not-call registry. Although it is true that a few telemarketers are using improper techniques in their functioning, it must be soundly pointed out that the high extreme of their services are purely sound in their approach to the general public and are qualified under all current state law in approaching the public over the phone.

Our organization is very proud of their efforts in working closely with various charities in order to secure for them the necessary aid in order to help those in need. It would be hard to contemplate the outcome of these persons and families in need without an honest telemarketer becoming a small but vital part of their success.

Therefore I certainly oppose this proposed action, which in the long run if adopted will cause severe hardship to many needy families.

Ralph Fowler

Charitable Resource Foundation, Inc.
"Fundraising and Consulting Specialists"

March 14, 2002

Office of the Secretary
Federal Trade Commission
600 Pennsylvania Ave., NW, Room 159
Washington, DC 20580

Dear Office of the Secretary,

I am a pledge processor for Charitable Resource Foundation, Inc. We help to raise funds for many worthy causes. The Retired Troopers Association, which helps victims of child abuse. The American Deputy Sheriffs' Association provides benefits for children and wives of officers killed in the line of duty as well as help same lives by providing bulletproof vest for deputies.

I am strongly opposed to the national do-not-call list and think that professional fundraisers should be excluded from coverage. If you in act this law it would be devastating to my fellow employees and well as their families.

Please consider this my letter of opposition to the national do-not-call list.

Sincerely,



Marie Huff
Pledge Processor

Charitable Resource Foundation, Inc.
"Fundraising and Consulting Specialists"

As a tele-fundraiser for Charitable Resource Foundation my task is to raise funds for the most respectable and needy causes. I do rely and live on small amounts from large numbers of people by calling them and asking them to help other people. I feel good about this. Needless to say I am opposed to the proposal to amend the telemarketing Sales Rule by including a national do not call list. This list would ruin my income but more important it would ruin many needy causes that depend on me and the public to better their cause. Lets keep people helping people and exclude non-profit organizations such as ours from the damage of a national do not call list.

Russell D. Hager

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

We the PEOPLE at C.R.F. Move TO
Petition in Pursuit of the forgoing actions:

(A). C.R.F. is a reputable non-profit organization
that helps multilaterally with Law Enforcement,

(B). Non-Profit under 501(c)3 should be deemed
"alieved the burden of the "National Do Not Call List!"

(C). Telemarketing has made many accomplishments
in the 21 century (name) (Jobs, Education, Liveliness,
Assistance etc.

2-2002

Anthony A Biddick
Respectfully Submitted

Charitable Resource Foundation, Inc.

"Fundraising and Consulting Specialists"

March 10, 2002

Office of the Secretary
Federal Trade Commission
600 Pennsylvania Avenue NW, Room 159
Washington, D.C. 20580

Re: A National Do-Not-Call Registry

To Whom It May Concern:

My name is Scott Atkins. I am the Operations Manager of a professional fundraising company by the name of Charitable Resource Foundation. We represent small to medium size charities that rely solely on small gifts from people who truly care about the causes we speak to them about. We have over 150 employees in our company and I can tell you that EVERYONE is more than a little concerned about the possibility of a National Do-Not-Call Registry. We pride ourselves in being the calls that people DON'T hang up on. When people receive a call for charity, they understand that we aren't selling anything. We simply have a need that we would like them to hear about and in turn for them to make their own decision if they wish to support it or not. If not, they don't receive another call from the charity for at least several years to come.

I am completely opposed to the idea of a National Do-Not-Call registry that will not allow good causes to continue to conduct business. We have worked hard for the last six years on building a supporter base for these charities, and to see it stripped away from us is to compare someone walking into YOUR home and taking away your families prized possessions.

These supporters truly do care about these charities. I speak to them daily. I see the letters hand written THANKING us for our efforts. These supporters continue to give year after year after year. The reason they signed up for a Do-Not-Call list here in Indiana was to remove the UNWANTED UNWELCOMED calls to their home, not the WANTED, WELCOMED programs we represent. The fact that SOME calls will be allowed but not ours is a slap in the face. How can political support calls be more important than saving lives of the people who protect us each and every night. (American Deputy Sheriff's Association). How can a cheaper long distance rate be more valuable than protecting a child that has been abused by their own family? (Retired Troopers Association) How can putting a new student in college in debt by offering them a credit card be more important than feeding our veterans of past wars that can no longer support themselves? (American War Veterans).

On a personal note, my wife and I moved away from our families for several years to see these charities grow and succeed in their efforts. I delayed my families' opportunity to build a home and 'settle down' in efforts to grow our company into one which charities would strive to do business with us.

This amendment would adversely affect our organization to the extent that we would surely be forced to reduce our staff our benefits and ultimately our career's opportunities. Please enter this as my official opposition to the proposed National Do-Not-Call Registry. Do not let this happen. We are counting on you.

Thank you for your time.



Scott Atkins
Operations Manager
Charitable Resource Foundation, Inc.

6239 S. East Street Suite F Indianapolis, IN 46227
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