

**SENATE . . . . . No. 186**

---

**The Commonwealth of Massachusetts**

PRESENTED BY:

***Richard J. Ross***

*To the Honorable Senate and House of Representatives of the Commonwealth of Massachusetts in General Court assembled:*

The undersigned legislators and/or citizens respectfully petition for the adoption of the accompanying bill:

**An Act relative to professional solicitors.**

PETITION OF:

NAME:	DISTRICT/ADDRESS:
<i>Richard J. Ross</i>	<i>Norfolk, Bristol and Middlesex</i>
<i>Jeffrey N. Roy</i>	<i>10th Norfolk</i>
<i>Carolyn C. Dykema</i>	<i>8th Middlesex</i>

**SENATE . . . . . No. 186**

---

---

By Mr. Ross, a petition (accompanied by bill, Senate, No. 186) of Richard J. Ross, Jeffrey N. Roy and Carolyn C. Dykema for legislation relative to professional solicitors. Consumer Protection and Professional Licensure.

---

---

[SIMILAR MATTER FILED IN PREVIOUS SESSION  
SEE SENATE, NO. 140 OF 2013-2014.]

**The Commonwealth of Massachusetts**

\_\_\_\_\_  
**In the One Hundred and Eighty-Ninth General Court  
(2015-2016)**  
\_\_\_\_\_

An Act relative to professional solicitors.

*Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:*

1           SECTION 1. Section 23 of Chapter 68 of the General Laws, as appearing in the 2014  
2 Official Edition, is hereby amended by striking out section 23 and inserting in place thereof the  
3 following section :-

4           Section 23. (a) All solicitations by professional solicitors and all solicitations by  
5 commercial co-venturers must, prior to orally requesting a contribution, and at the same time at  
6 which a written request for a contribution is made, clearly and conspicuously disclose the  
7 following information to the person being solicited: (1) the true name of the individual making  
8 the solicitation; (2) the statement that the solicitation is being conducted by a “paid fund-raiser”;  
9 (3) the true name of the person who is employing and compensating the individual making the  
10 solicitation if the individual is employed for compensation to make the solicitation; (4) the true

11 name, address and telephone number of the charitable organization for whom the solicitation is  
12 being made; (5) a description of how the contributions raised by the solicitation will be utilized  
13 for charitable purposes, or if there is no charitable organization, the name, address and telephone  
14 number of the professional solicitor or commercial co-venturer and a description of how the  
15 contributions raised by the solicitation will be utilized for charitable purposes; (6) the  
16 guaranteed minimum percentage of the gross receipts from fund-raising that will be utilized  
17 exclusively for the charitable purposes described in the solicitation and the percentage of the  
18 funds solicited that are spent on the cost of fundraising; (7) such other disclosures as required by  
19 relevant rules and regulations promulgated under section twenty-nine. For purposes of this  
20 section, costs of fundraising shall include all money directly expended on fundraising and that  
21 portion of all administrative expenses and salaries of the charitable organization to fundraising  
22 activities.

23 (b) No more than fifty percent of charitable donations shall be spent on professional  
24 solicitors or solicitations by commercial co-venturers.

25 (c) A violation of this section shall constitute a violation of chapter 93A and any  
26 aggrieved person may bring a civil action for injunctive relief or damages in a court of competent  
27 jurisdiction for such violation.