

(1) Our Personal Experience with Quixtar as an Independent Business Owner

- My wife and myself have been involved with Quixtar for 5 years and we are very happy with this opportunity and services that are available to us as Independent Business Owners thru Quixtar and from our sponsors.
- Where else could we have thought of owning our own business for about \$150?
- Our sponsors are a great help for us to build our Business. They not only help us with any questions that we have but also encourage us to grow ourselves thru reading books, listening to motivational talks and learning from other successful Quixtar IBOs
- When we got started as IBOs with Quixtar we were given a good idea about the business plan, explaining its potential, work required and income potential – We know that all those things are coming true for us. We know that this is not a get rich quick scheme – we believe that this is only way we will be rich and can help many more people to be rich as well. When we share the opportunity with our prospects, we also show them the same things.

(2) Address Specific Issues

The requirement of a 7-day waiting period:

- When we started our business we were excited about the opportunity and for the first time had a hope that we could have our dreams come true – that we could one day control our life and live a life of significance. If we would have not registered and started our own business within a couple of days of seeing the presentation, we might have been discouraged by some dream stealing friends and families.
- Once we made a decision to start our business, we had no other choice but to make it work.
- The best part with Quixtar is that if you decide not to continue building your business, you can get your money back within 90 days. So this is a no brainer to start your business ASAP.
- When we show the presentation to a prospect, we show him the different ways they can participate with Quixtar and they can choose to be either a Client or an IBO. We educate them about the benefits of both and let them decide on that.

The requirement to provide references:

- Before we got started with our Quixtar business our sponsors encouraged to meet other business owners at a common business get together where we were introduced to people of different professional and cultural background. Talking to those people also encouraged us to start our own business.
- When we introduce people to the Quixtar opportunity, we also encourage them to meet other people who are building the business. I would not be very comfortable if they are exchanging the contact information before registration as anybody would love to sponsor a prospect into their business.
- Moreover meeting in person and talking face-to-face give a better comfort feeling than talking to someone over the phone or corresponding thru email or snail mail.
- I would not feel very comfortable if somebody is giving my reference to his prospect as that would be an additional thing I need to schedule in my calendar.
- If the prospect needs more information we ask them to check out these websites which can help them answer most of their questions: www.thisbiznow.com, www.quixtarfacts.com

Requirement to provide a "Litigation List":

- If our sponsors had provided us a Litigation List that would have simply confused us. It is a good idea for us to aware of the facts instead of worrying about all the litigations and complains by other people.
- If there were a list of all Litigations outside a store – it would scare me to shop there. If there were a list of all litigations outside a restaurant – I will never eat there. Litigations don't offer any solutions.

The requirement for specific earnings disclosures:

- During the presentation we share the income potential on reaching different levels in the business. We also explain to them that how the income differential works so that they can understand how to build a profitable business. We share the SA-4400, which also shows the average monthly gross income of active IBOs.
- We show them the numbers based on an example to illustrate how the numbers work. If they still have any questions we help them understand how these numbers work. Again this also varies from prospect to prospect, some people are very number conscious and some would like to understand the concept and then make it work.

The requirement for financial substantiation:

- We definitely share the impact the Quixtar business (products, services and customer support) has made in our lives. Also, the impact our sponsors have in our lives and business.
- I would not feel very comfortable sharing my personal income with a prospect, as most of the people are not comfortable sharing their paycheck or income statement with others. If the person has any doubt about the numbers, they can build their own business up to different levels and prove it for themselves.