

I am very concerned about proposed changes in how a direct selling business must operate. While people need to be protected from scams and illegal businesses it is equally important not to hinder legitimate capitalism.

I have had a wonderful experience as a Quixtar IBO the past 2 years. I have goals to for it replace my income next couple years. But what I have learned, the people I associate with, and how my attitude has changed is much more valuable than any money. When I share this with people I always tell them it takes work. I don't want anyone who is not willing to work. But I also say it is possible to make a significant income. I tell them it is not a get rich quick plan, but it will take a few years and it is worth it.

There are some points that I see not benefit in and think it will be a great hindrance to legitimate business. Some of the concerns I have:

- **Requiring a 7 day waiting period**
  - o This would cause a business to grow much slower. Causing a person to take longer to earn money, requiring more time for a return on investment
  - o If a show a friend at a distance I want them to have the option to signup right away.
  - o A 7 day wait will not help the prospect, because they still are not involved and have not seen the heart of the business until they become a part of it.
  - o A 30 money back guarantee will allow a person to see how the business works from an inside perspective then change their mind if necessary
  - o A 7 day wait instead of a 30 money back guarantee would be a disservice to the prospect.
- **Requirement to providing references**
  - o This will give no help to keep a person from being "scammed". A person will always provide references in favor of the business. A dishonest person will provide dishonest references to back the venture providing no benefit to the prospect
  - o I always encourage people to meet many people on my team because I know when they get around my team they will want to be a part of it. I have nothing to hide
  - o This violates the privacy of the IBO.
- **Requirement to provide a litigation list**
  - o Stores and car dealers do not provide a litigation list when we buy an item. A car cost a lot more than registration to become an IBO. Why should we have to provide a litigation list when stores and car dealers don't?
  - o This provides no room for illegitimate lawsuits which every organization has.
  - o Why should I have to take blame for something a person did totally unrelated to me in another part of the country. The GM dealer in town is not responsible for something a GM dealer did in another state or even down the street, we should not be either.
  - o I want people to trust me. I want them to see my honesty and sincerity. I would never scam someone. This will cause people to think I am.
- **Requirements for specific earning disclosure**

- I tell people what they need to accomplish to make a certain amount of money. If they have this much volume they will make this much money. A prospect knows exactly what to expect
- I tell people what is possible. Just like a school guidance counselor will tell a student what they could make if they chose a specific career. That student knows if they don't finish school, make the grade, or do the work, they will not make the money. The same is true for people I present this opportunity to. Results require work, nothing is free.
- **Requirements for financial substantiation**
  - It is not appropriate for me ask someone what they make at their job. It is not the business of anyone else what I make in this business
  - I tell people what is possible to make and how to get there and the volume they will need to get to that point. When that person gets those results that will be proven. If the person does not get to the required volume, they cannot say I mislead them.
  - Life is always about what is possible, if a person is willing to work. Life is not about guarantees. I am not guaranteed a job tomorrow, but that doesn't keep me from going to work for someone.