“Seven days to register” would cause a disinterest in those who are ready to get involved. People want opportunity right away and waiting also causes doubt to creep in even when the opportunity is good. It takes a person longer to get up the energy they had at the initial impact. I have been in business for seven years and it’s hard to get back into motion when I take time away. Information is being given to the prospect from the time of contact and thereafter. We even tell prospects not to take the information from “our mouths” but to do their own research. Either way, whatever their decision they are only registered when they are ready.

A “list of references” would take away from those IBO’s who take time and work hard to go out and contact those they want to work with and will cause confusion and unfair business practices. It’s as if I am ABC business recruiting new employees to work for me, but I then turn around and give them the names and numbers of my competition. They collect information on them and they leave. What have I done for my business? The way we do business as IBO’s is to establish a relationship with our prospect, sign them up and get them started. We introduce them to their upline (“chain of command”) for the duration of their business (and after if they choose) and they can collect their contact information. It is recommended that they know their “upline” so that they can have access when needed. There are many different business organizations under the Quixtar umbrella and for a prospect to know IBO’s from other organizations may cause confusion when they are looking to understand how business is done. Our overall business rules are of one accord, but for example, one team may promote certain items for a specific goal and will differ from the others.

The “disclosures of claims” is ridiculous. Today, everyone wants to know everything. There is good and bad in all. However, do you give your employees every detail of your company’s history? That would be a damper. But if they wanted to know, we tell our prospects that they can check with the BBB, FTC and any other consumer agency for validation.

“Claim substantiation” can be a negative, whether or not someone is making lots of money. Consider if you just got in the business with a friend. Neither one of you have begun to make money and the sponsor just got in a month ago and has only made $6. Would someone be discouraged? If someone made $1000 in two months but only $50 every other month? If someone just likes to buy products, attend meetings, and not really want to expand? Would that be discouraging? If someone did show their checks every month for $1000, $10,000 or more a month? Would that make someone any more successful? Sometimes checks of our upline are shown but at times, it is not motivating. Not to say that they are too small (more than many, their checks are bigger than my yearly salary, for one month), but many people have to overcome their own insecurities. Some may see a $100 check and think this business is bogus because they are looking for the big cash quickly. So indicating such can go either way. When a prospect is actively seeking their own success along with their business team, they will see changes and checks! There is a system to follow and esteem to build, so for some “success” will take time. One thing for us, there is an IBO (who builds the business properly) who is always available for face to face and hand to hand guidance.

I feel Quixtar already has a playing field in place that covers any concerns of a prospect or of any IBO.