

1) Personal Experience Quixtar experience: * IBO for 9 years .. Able to reach goal of Q12 platinum .. Next goal is Emerald .. Some benefits other than income .. Self image growth, Healthier lifestyle, Great spouse relationship, Great parent to our daughter, More friends .. * I received enough information to make an informed decision about whether to register? * When I sponsor others, I provide them with the same kind of information? * My prospects understand that the Quixtar business opportunity is not a "get rich quick" plan, that hard work is required, and that there are no guarantees of success .. they learn this information when I show them the Plan .. * My prospects typically spend \$140 to register (2) Specific Issues The requirement of a 7-day waiting period: * if prospects had to wait seven days before registering .. I will not be able to register most of them .. Most of them register within 2-3 days * In my opinion seven-day wait will not provide any benefit for prospects .. * If I am not able to register most of my prospects .. My profitability will go down .. * if, after registering, my prospects in turn had to wait seven days or more before they could register their friends and family .. They will not be able to register most of them .. Because they are able to register mostly because of initial excitement .. which in turn will reduce their profitability .. and it will become difficult to keep them in the business .. * Example when I register a prospect as an IBO .. I meet a prospect .. Ask them "Are you looking for more income options ? " .. If they say yes .. I exchange contact # with them .. Then I call them and invite them to attend a hotel seminar where they can see the business plan .. Seminar has attendance of about 100+ people .. At the end of plan I ask them "Are you open to sit down for a follow up ? " .. If the answer is Yes .. I loan them Literature pack to take home and set up a follow up appointment with them .. I meet them for follow up appointment .. answer their questions .. Then ask them "Are you open to register as an IBO ? " .. If the answer is yes .. I tell them the cost of registration .. and what all they get as part of registration .. If they are ok with it .. Then I register them ..