

Dear FTC,

I appreciate the opportunity to comment on the proposal of a new “Trade Regulation Rule on Business Opportunities.” My name is Chris Rice and I have been a Quixtar independent business owner for almost seven years and have been thoroughly pleased with my experience. The opportunity and the products available through this opportunity have been a blessing to my family and are integral parts of our family’s life. This business has afforded my wife the opportunity to give up a career as a bacteriologist to be a homemaker and more importantly, has made her available to raise our 5-year-old daughter to be an outstanding person with a great self-image and sense of confidence.

I am very concerned that the new proposal as currently stated would drastically hinder our independent business and would infringe on the privacy of other independent business owners. The specific issues that concern me are as follows:

1. Requirement of a 7-day waiting period

This waiting period would slow down the growth of a new business owner who many times builds their belief in his/her business based on initial growth from the time they register. This belief is vital to the success of a new business owner. Also, Quixtar offers a 100% money back guarantee if a prospect is not satisfied for any reason. This waiting period should be eliminated for opportunities like Quixtar where a prospect can get their money back.

2. Requirement to provide references

I always allow prospects to meet several (>10) business owners and learn about their respective experiences via a free informational seminar that we hold every week in our city. Also, I provide each prospect with CDs, DVDs, and other literature that they can take home and analyze in the privacy of their own home. Therefore, it is not necessary to provide a list of these owners with their name, address, and phone number to these prospects. I feel that this list would also violate their privacy and could be used inappropriately if not protected. I doubt that a prospect would carefully guard this list.

3. Requirement to disclose past litigation involving the seller and associated business owners

This requirement would open up a window for a rash of false accusations against Quixtar and other legitimate direct selling companies. This requirement should be eliminated.

4. Requirement for financial substantiation

It is very inappropriate for the FTC to require us to offer prospects our personal financial records to substantiate our income. I don’t share this information from my business or from my salary as an engineer with anyone outside of my immediate family. I think this is definitely another invasion of privacy. Business owners should only be required to disclose this information to the FTC and similar state agencies in an agency investigation. Please eliminate this requirement also.

Thanks again for the opportunity to share. Feel free to contact me if you have any further questions at