

July 7, 2006



Federal Trade Commission:

I am very concerned about the proposed Business Opportunity Rule R511993.

I have been in direct sales since 1970. Direct sales allowed me to stay at home to raise my 5 children, be there when they needed me and still ease the financial burden of my husband.

Over the last 36 years, I've sold products to enhance peoples lives, clothing, undergarments, beauty products and nutritional supplements, none of which required a large investment, making this affordable to me. My customers were able to take product home with them which was great. The excitement was high and they were able to begin using the products right away. If they had to wait a week they were very disappointed and some did not purchase because of the wait.

Knowing the customer is always right, made for satisfied customers. They always knew if they weren't happy for any reason with their purchase, I made it right or gave them a refund.

Before getting started in direct sales, I was very shy, insecure, had no self confidence and was broke ALL the time. With 5 small children, I didn't get a chance to meet many people. Direct Sales changed all that. My husband was home with the children in the evenings when I would go to a show to sell my company's products, and I soon learned how to communicate with my peers, get around without getting lost and most of all, how to handle money.

In 1979, my husband died suddenly, I was 39 then and now had 5 teenagers to raise, alone. Being in Direct Sales allowed me to continue caring for my children by myself. I was able to support them without any outside help, keep our home running smoothly and also help 2 of them with college. Being able to work as I had been doing for 9 years already, was a tremendous relief.

I was able to get many other women to do as I was, Direct Sales, knowing what I had done made it simple. If I could do this, they could also. However, if I would have had to give out their personal information, to strangers, I wonder how many would have followed me. I certainly would not want strangers to have my personal information, would you?

I do agree with protecting innocent consumers from fraudulent companies and sales people, especially senior citizens since that's what I am now. But, we also need to protect the legitimate Direct Selling Businesses, too. Not many places will hire senior citizens, but Direct Sales is fun, easy, lucrative and will enable me to retire someday without having to count my pennies.

Let's also not make record keeping so complicated that it drives the little people out of business all together.

I'm praying you will do the right thing concerning Business Opportunity Rule R511993.

Sincerely:

Claudette Grzywacz

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Claudette Grzywacz

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