

Brenda Pottebaum

Dear Sir or Madam:

I am writing this letter because I am concerned about the proposed Business Opportunity Rule R511993. I believe that in its present form, it could prevent me from continuing as a Mannatech Independent Associate. I understand that part of the FTC's responsibilities is to protect the public from "unfair and deceptive acts or practices," but some of the sections in the proposed rule will make it very difficult if not impossible for me to sell Mannatech's products.

One of the most confusing and burdensome sections of the proposed rule is the seven day waiting period to enroll new Associates. Mannatech's sales kit costs \$1200 which contains over \$1400 worth of consumable products for the new associate and their family. People buy TVs, cars, and other items that cost much more than that and they do not have to wait seven-days. This waiting period gives the impression that there might be something wrong with the plan. I also think this seven-day waiting period is unnecessary, because Mannatech already has a 90% buyback policy for all products including sales kits purchased by a salesperson within the last twelve months. Under this waiting period requirement, I will need to keep very detailed records when I first speak to someone about Mannatech and will then have to send in many reports to Mannatech headquarters.

The proposed rule also calls for the release of **any** information regarding lawsuits involving misrepresentation, or unfair or deceptive practices. It does not matter if the company was found innocent. Today, anyone or any company can be sued for almost anything. It does not make sense to me that I would have to disclose these lawsuits unless Mannatech is found guilty. Otherwise, Mannatech and I are put at an unfair advantage even though Mannatech has done **nothing** wrong.

Finally, the proposed rule requires the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I am glad to provide references; many times I am speaking with the friends and family of people who already consume the products. If I ask my mother to do something she does not need the names and number of 10 strangers. Also in this day of identity theft, I am not only uncomfortable giving out the personal information of individuals (without their approval) to strangers; I am surprised that this is something even being considered. Every time I walk into a doctor's office I'm handed a HIPPA form to sign. If it is considered confidential information that I have a dentist appointment, why would we make it public that someone chooses to consume these products? People appreciate their personal information being kept private, giving away this information could damage the business relationship of the references who may be involved in other companies or businesses including those of competitors. In order to get the list of the 10 prior purchasers, I will need to send the address of the prospective purchaser to Mannatech headquarters and then wait for the list. I also think the following sentence required by the proposed rule will prevent many people from wanting to sign up as a salesperson "If you buy a business opportunity from the seller, your contact information can be disclosed in the future to other buyers." People are very concerned about their privacy and identity theft. They will be reluctant to share their personal information with individuals they may have never met.

I have been a Mannatech Associate for more than 3 years. Originally, I became involved with Mannatech because of their quality products and outstanding research and development. After using the products for a short time I knew that I would consume them for the rest of my life. I also wanted my friends and family to enjoy these products and eventually started to pursue the business opportunity Mannatech provides. Now my family depends on this extra income to supplement our budget. This income allows me to stay at home and be a wife and mother. It also allows me to home school my child. I have also seen the significant impact these products can have on someone's life; I cannot imagine telling someone that their government has given them a series of hoops they must jump through before they begin to consume these products.

I appreciate the work of the FTC to protect consumers, but I believe this proposed new rule has many unintended consequences and that there are less burdensome alternatives available in achieving its goals.

Thank you for your time in considering my comments.

Sincerely,