

Maggie Osswald

June 12, 2006

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 successful Tupperware Director. I understand that part of the FTC's responsibilities is to protect the public from "unfair and deceptive acts or practices," yet some of the sections in the proposed rule will make it very difficult, if not impossible, for me to sell Tupperware products and offer my business opportunity to others in the manner I've been doing for 4 ½ years.

In the first year after I joined Tupperware I was able to quit my other part time job and have now been supporting myself on my Tupperware income for 3 ½ years. And not just supporting but flourishing! I am living the "dream" – so they say – of the in-home businesses; making your own hours, trips, six figure incomes, etc. Originally, I became a consultant in my company because I wanted to earn some additional income. I had no idea then what the future would hold for me but I thank my lucky stars that I gave in that day and signed up – not knowing 100% what I was getting myself in to – but how can you? I have no idea where I'd be today or what my life would look like if I hadn't have given Tupperware a chance 4 ½ years ago. I don't really want to know because I really love my life now. My future, the one I so proudly tell others is going to include traveling and early retirement because of my Tupperware Business, is dependent on the stability of the direct selling industry.

One of the most confusing and burdensome sections of the proposed rule is the seven-day waiting period to enroll new consultants. Tupperware's starter kit only costs \$79.99. People buy TVs, cars, and other items that cost much more and they do not have to wait seven days. This waiting period gives the impression that there might be something wrong with the company or the compensation plan. Our opportunity includes no obligation, no contract or obligation to the new consultant to stay in Tupperware for any length of time, hold so many parties, sell so much or really do anything once signed up as a Tupperware Consultant. So if, for whatever reason, they were to sign up and then later decide they don't want to do it, they can just keep the kit and be done! Furthermore, under this waiting period requirement, I will need to keep very detailed records when I first speak to someone about selling Tupperware and when they get registered as a consultant, and I already feel like I'm working pretty hard.

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 Tupperware is found guilty. Otherwise, Tupperware and I are put at an unfair advantage even though Tupperware 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, but in this day of identity theft, I am very uncomfortable giving out the personal information of individuals (without their approval) to strangers. Also, 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 Tupperware 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 appreciate the work that the FTC does to protect consumers, yet I believe this proposed new rule has many unintended consequences and there are less burdensome alternatives available to achieving your goals.

Thank you for your time in considering my comments.

Respectfully,

Maggie Osswald  
Tupperware Director