

I am writing this letter because I am concerned about the proposed Business Opportunity Rule R511993. I would ask that you please consider my comments in regards to my direct sales business through The Pampered Chef and the significance of these proposed changes to our business.

I have been with Pampered Chef for almost 3 years. As a new mother, my Pampered Chef business has given me the opportunity to stay home with my 2 1/2 year old and still contribute a considerable amount to my family income. As a result of my dedication to the business, my family has not depended on any government program's assistance. There are many new mothers who don't go to work simply to keep their kids out of daycare and end up on our government's dime. Please help us to help those who want to help themselves.

My first concern is with the privacy of our consultants. I personally would not want just anyone who inquires about the Pampered Chef opportunity to have my personal information and I do not think that my potential recruits would feel comfortable with it either.

Also, why would it be fair to give the number of failures in our company in the last few years and not give the successes? To be quite honest, the business is what you make of it. If you work to get customers then you will sell product and in turn, make money. Some people do not realize that nothing comes without work involved. Some join because there's nothing to lose, since they get so many useful kitchen tools to start their business at nearly 75% off retail with NO OBLIGATION to do a thing for the company. The Pampered Chef hopes that every person who joins does it to make a difference in theirs and other people's lives, but not all people do. Therefore, the number of people who get out of the business each month would probably be alarming to the potential recruit, especially if there were no numbers given of how many joined.

Another troubling thing that has been proposed is the 7 day waiting period. A lot of our best recruits are signed on the spot, when they are excited and can see just how easy it is to have a show in someone's home. They see right there that anyone can own their own business and be their own boss. Some companies may use these impulse feelings to be deceptive and unfair, AND THEY SHOULD BE DEALT WITH on an individual basis. However, Pampered Chef offers our recruits \$350 in product for only \$90. This fee also includes the business materials needed to conduct their first 6 shows! Our company discourages consultants from keeping any product inventory, therefore allowing the consultant to have very minimal money out of pocket. I have been with Pampered Chef almost 3 years now and I have only spent money on things like paper and ink cartridges, catalogs (a mere .33 each), and of course gas to and from my shows. The Pampered Chef provides us with everything we need to be successful in this business, but if we aren't successful, we aren't left with anything we can't sell. So there is nothing to lose in this company.

Please hear the voice of those of us that are in the business and understand that we are a great work force that does not need to be disrupted.

Thank you,

Brandy Johnson  
Independent Consultant  
For The Pampered Chef