

I have been a quixtar IBO for 15 months now, and it has been a blessing in my life. I average about \$140, just above the average listed in all Quixtar material disclaimers. This business has brought so much more to me than money though, it has brought me a DREAM, dear friends and improved my people and relational skills that have made me a better husband, friend and worker. When I was registered I received a ton of information and had access to people I could ask questions. Nothing was kept or hidden from me. When I sponsor others I also offer them the same access to information I was given. It is clearly stated in the business presentation that this is an opportunity and that there are no guarantees that you will make this income. In general, I agree that this rule would be good to flush out any illegal systems and pyramid schemes, however there are a few specific issues that I have that should be addressed before this Business opportunity rule is imposed.

**1.) The requirement of a 7-day waiting period:**

In the case of my independent business powered by Quixtar this could be detrimental to both my monthly profitability and the profitability of my down line. As it stands now, at least in the LTD system from the time they see the plan, it is usually 1-3 days after that we follow up with them to answer any questions that they can get registered. In other words we usually discourage people from signing up the night they see the plan, and if they do get super excited and sign up that night, it is usually a pretty rare event. Not to mention the fact that with Quixtar any new IBO has 6 months to change their mind and get their initial investment returned to them, so a 7 day waiting period really only handicaps a new prospect from getting started and becoming profitable.

**2.)The requirement to provide references:**

This is what I would consider an invasion of privacy. Because not only would I have to give out my information to people, I would have to give other people's information out as well. Not to mention it would tie up a lot of my time having to take calls from people asking for references, that I could spend developing my own business. When a prospect comes, they get a chance to meet the entire team where I am, and they have a chance if they feel the need to ask other people about me.

**3&4.)The requirement for specific earnings disclosures and financial substantiation:**

Quixtar clearly states the average earnings for IBOs. It would be too hard and time consuming to tell a person how much they will make, when it is dependent on what work they do. And people in the business should not be required to disclose their income. That is personal financial information. If a prospect asks specifically, I will tell them, but I am at a point where I am just getting started, and relating how little I've made last month while I'm developing my team initially could hinder the credibility I've been building up with them. Generally though, it's pretty rare that a prospect will even ask me that question, because they are usually more focused on how much I can help them make, not how much I make. It's a detail that I feel has very little relevance in the prospecting process.

**5.) Requirement to provide a "Litigation List":**

I don't believe that there has been any misrepresentation, fraud, securities law violations, or unfair or deceptive practices with the past 10 years in the business system I work with but as it is stated now in the proposal doesn't adequately cover what a "seller" is, meaning that IBOs may have to list all litigation involving Quixtar itself as well as the entire IBO force across the country. This would also not be limited to cases found against the seller but even filed cases with no merit. Is the same list required currently for any other franchising model?