

BUSINESS OPPORTUNITY RULE R511993

My wife and I have been an IBO since 1992. We were able to achieve a significant level after 6 years in the business, allowing us to retire from our traditional careers. We will continue to build this business until we have helped several leaders in our business reach the highest level in Quixtar, Diamond.

Most people these days are very busy, whether they are still raising children, or retired. We all recognize that people like the convenience of having their everyday products delivered directly to their doors, especially with the cost of gas and the value of their time. We have especially enjoyed meeting all the people who are involved in this business. We learn so much from people who have reached the level that we are striving for, so that we, as leaders, can help our team achieve their dreams.

When we registered as IBOs back in 1992, we received a lot of information about the corporation, the great products, their income opportunity (SA4400), and facts about the owners. We were introduced to several leaders in the business who answered many of our questions. In addition, I did extensive research through other means before we made an informed decision. Our sponsors, Carl and Marsha Reardon spent countless hours training us. We continue to provide all of our prospects with the same information and training plus websites to check out the corporation further. When we are presenting the business plan to prospects we explain that Quixtar is not a “get rich quick” plan, but will take a few years of consistent and persistent work with the help of the team. We also explain that Quixtar is not the answer to everyone’s dreams; in other words, no guarantees of success.

When we register new IBOs, we give them several choices to make pertaining to level of participation, product packs, catalogs and educational materials. The typical prospect will spend from \$50-100 when they register. We also explain to them that the products and registration fees are 100% guarantee, no questions asked.

Problem #1: Even people who make a major purchase only have three days to change their mind. This is not a major purchase or investment. We never sign anybody up on the first day. We give them all the time they need to do their due-diligence.

Problem #2: This infringes on an IBOs’ privacy. It could also create competition for “interested” prospects, destroying the integrity of the business.

Problem #3: This lumps the problems of all lines of sponsorship into one category. This is unfair to the lines of sponsorship that play by all the rules.

Problem #4: If disclosures are needed, require a simple, standard, easily understood disclosure such as “average monthly gross income for active IBOs.”

Problem #5: Use Quixtar information for “average” income for Platinum, Founders Platinum, etc.