

Personal Experience: My name is Ankit Shah and I have been a Quixtar IBO since 2001. I am a Silver Producer IBO as of now and moving on to being an Emerald IBO by March 2007. Quixtar business is an integral part of life and as of now I can't think anything better to do than be a Quixtar IBO. I have always thought about quitting the business, but everytime I think to quit, I think about what my life would be like? What would I do and it scares me as the way I know myself, I would be a negative person, watching TV and waste my time. Quixtar oppurtunity helps me keep my focus to do creative thing and help other people. It is such an awesome feeling that I am making a difference in people's life. Money is important in todays life, but also is values that you learn in life. In my past experience, no one told me what is right and wrong, and what ever my friends would be, would be the right thing for me. With the quixtar business they teach not just how to run a business but how to live your life, how to manage time, money and your family life, how to raise a family, how to treat you wife and so on. There are so many intagible benefits to the oppurtunity. All the above, I could have paid a lot of money, but I still I wouldn't have learnt. When I got started with the business, I was naive and for me what I always wanted to know the quality of people who do this business. I would be in a bad business with good people than a good business with bad people, as good people will make a bad business become good. Once I saw the quality of the people, it just blew my mind. This were some of the most positive people in the fact of this earth and becasue of this association, I have become more positive in my life. I had heard some negative about this type of business from my friends (I had no idea what they were talking). When I saw the oppurtunity, I thought that Quixtar was not for me, but when I saw the quality of people, it turned me around. I joined thinking that it was a good business with good people and buying products at wholesale. At any point I didn't feel that any of my upline were trying to hide anything from me. They gave me information all the time when I needed and all the right answers to grow my business. Once I got the initial pack from quixtar, I did read through all the information and I knew that only 0.01% of people who join quixtar become a Diamond IBO and that the average income of active IBO's is \$115. As of now when I show the plan I do show them the articles from FTC about Illegal Pyramid Schmes, I tell them that this is not a Get Quick Rich Scheme, it takes time and effort. I also tell them that for you to reach platinum can happen in the next 6-12 months. I also educate people that some people take more time than 6-12 months to reach platinum and there are people who quit, just like people quit their lives, this business is no different. I also inform them that I will help them and if we work together as a team, we can be successful. On an average a new IBO spends anywhere \$70 - \$200 to get started. I do explain to the new IBO how the money is spend. I also tell them that there is a 3 month money back guarentee and I will personally help him to send a letter to the corporation to cancel his membership, if he decided to do so. I do a template of this form of letter that I have sent to couple of my prospects who didn't want to continue the business, so that they can get compelte money back. By background I have done my MBA with MIS as the concentration from Drexel University and as of now I live with my family in Pittsburgh, PA with a 15 month old daughter. Issues: 1) The requirement of a 7-day waiting period: Since there is a money back gurantee, there is no need for this rule. Once someone is excited to get started and we tell them that no they need to wait because of this requirement, this can cause to believe that something might be wrong. It doesn't matter even if we say that this is a requirement from FTC and so it can affect our

businesses 2) The requirement to provide references: This is a privacy issue, also people keep on moving. More importantly, the sponsorer and the upline has the most interest in the group than people around. If people are new, I wouldn't want to give a new person that I am starting in the business to talk to another new person in the business, since they are new, they don't understand the business yet. Its like a bliand man helping to walk another blind person. Once the person goes to the meetings, the person anyways meets a lot of people. This is the major reason i got started, by looking at people and the atmosphere of the meeting 3) Require that every prospect receive substantiation for every income claim: This does goes into privacy issue. Even at my work, I am not allowed to tell my income to anyone at the company, nor my leverage level. So why do I need to disclose my income to someone who may not even join. People are smart and they can figure out sooner or later, if someone has lied to them and they will quit anyways. Due to quixtar's complete monet back guarentee, they can get theor money back. Once a prospect goes to the meeting few times, within 3 months he would easily know the person he is dealing with and is that person honest and will also know his position and loyalty in the business. 4) List all legal allegations lawsuits, arbitrations, and other legal claims against Quixtar and its IBOs from the past 10 years: When I work with the company, no one shows their legal issues. If a prospect is really intereted, they can get the information online, and there is no one to stop a prospect from government agencies. Also there is no way this rule can be implemented as many people will not show it anyways.