

July 31, 2006

My name is Dr. Constance Chapman and I am an assistant professor at Clark Atlanta University in Atlanta, Georgia. I have only been in the network marketing business for three months. I first joined because, although I am eligible to retire, I cannot because I have no appreciable income to sustain me adequately if I do. Therefore, this business promises to earn me enough residual income so that, should I become ill or in some way, no longer able to work, I can survive.

First, let me commend you in your efforts to keep fraudulent individuals and companies in toe. I realize that there are many of them in existence but I believe that your proposed "Business Opportunity Rule, R511993" (BOR) will unfairly target legitimate network marketing businesses.

Two of the proposed rulings in BOR that I feel will adversely affect me are the seven-day waiting period and the demand for references.

The seven-day waiting period would make it tedious and expensive to keep records of all of my potential clients, principally because I intend to recruit distributors whenever I travel to professional conferences and seminars that I am required to attend as a professor. As you might imagine, just follow-up telephone calls would usurp quite a sum of any profit I might make. Also it is important that potential distributors become consumers of our product so that they can attest to its fantastic benefits and thereby pass this knowledge on to others. Waiting seven days to be able to try our product would defeat our purpose – and delay the remuneration I need to earn in case I need to retire immediately.

The demand for references also troubles me. Lately, I have read of many instances of identity theft. This has made me so concerned that I have bought a shredder and destroyed every piece of mail that contains my name and address. I am concerned that this ruling will make it possible for more identity theft to transpire.

I certainly hope that you will examine the "Business Opportunity Rule, R511993" and decline to pass it since I believe that it will hurt legitimate network marketing companies that are genuinely ethical in all of their business dealings.

Sincerely yours,

Constance Chapman, Ed.D.