

We have been an independent business owner (IBO) with the Quixtar opportunity since its launch in September 1999. At first, we were excited about creating an additional \$1,000 a month to contribute to our household income. After we began to achieve the smaller goals we set, we believed that we could be full-time entrepreneurs using the Quixtar plan and that is what we are today! We have time and money to enjoy our lives and help others do the same. Monetarily, the business has exceeded our dreams; but it's really the people that we're in business with to whom we are the most committed. The honesty, integrity, accountability, work ethic and love that we have received have been more than we experienced with any other group or corporation that we were involved with or employed by.

This trust relationship began at the time of our registration. And using a competitive edge of network marketing; we have "duplicated" that process of "getting IBOs started right" over and over again. We have a three-step process prior to registration that gives prospective IBOS more information than they even want in most cases. Many prospects start with a 15- to 20-minute overview. After the overview, they are invited to attend a free information-only workshop where they cannot register that evening, but can gather more information, meet other IBOs and see the FTC-approved business model. If a prospect is interested in the opportunity after the workshop, a follow-up appointment is scheduled to go over additional information and materials before registering them. Upon scheduling that appointment, the prospect is given a literature bundle that includes a DVD and answers to almost any question a prospect could think of as well as the disclosure of the official "average earnings" of Quixtar IBOs.

- 1.) Having to wait seven days before being allowed to register, would hurt the prospect twice! When we saw the plan, we were ready to go! We wanted to get through this "follow-up," get our products and start sharing the opportunity with others right away...and in fact, we did. You would be penalizing the prospect by making them wait seven days to register and start building their business. And then you would be penalizing that prospect again who has become a new business owner because they cannot register anyone for the next seven days—no profit has been created for anyone for two weeks and no business is expected to survive under the conditions of "no profit allowed for two weeks." This would indeed negatively affect the success of current and future IBOs without any real benefit. This should be eliminated as a requirement for businesses that offer a money-back guarantee.
- 2.) The requirement to provide references is too personal. It means that many business owners' private information would be divulged, so that prospects—potentially not even getting started in that business owners network—would have this type of personal information. That's not only a turn-off to the current IBOs, but to prospects as well—knowing that they will have to "serve" as some referral source. Our informational workshops give prospects an opportunity to meet a lot more than 10 other IBOs and get their opinions and references. Plus, we have an awesome website that is jam-packed with personal references where we do refer prospects.
- 3.) The requirement to provide a litigation list is probably the most outrageous of the proposed "new rules." In the past seven years, we have not been involved with or even heard of any litigation relating directly to us or our personal business partners. Just like any type of business, the quality of the owner may vary. I may not ever visit one McDonalds because it's always slow or dirty, but the one on the other side of town is my favorite because it's well run. We are no different. It would be like asking the well-run McDonalds to post all the lawsuits against the McDonalds that aren't managed properly. That just doesn't make sense. Not to mention, the number of suits proposed by weak individuals hoping to "make some easy money" with false claims. This new requirement would be of no benefit to *our business team* or their prospects.
- 4.) The disclosure for every income claim and substantiating financial documents is a rule that we meet, but in a very standardized way. We propose that other businesses do what we do. We have approved printed literature at the time of prospect and at the time of registration that discloses the average monthly gross income for active IBOs.

We are asking you not to penalize the honest, well-run businesses in order to "catch" those who are not. The truth is, when you look through the short list of proposed requirements above, we are handling these in an honest and professional manner that is conducive to running a fast-paced, web-based business opportunity. We have a multiple-step process before registration, references are provided live and on the web, and all of our approved/published information discloses the average earnings of IBOs; and we review that again on-line at the time of registration. We tell prospects multiple times throughout the introduction process that this business will take work and effort if they are to expect a return. And as for us, we did the work...we put in the effort...and we are so pleased with the return and the freedom to have our own business in the United States of America. Thank you.