

My name is Joohun Min and I am working as a senior programmer/Analyst from leading Information Technology (IT) company in Ipswich, MA.

I joined Quixtar as IBO (Independent Business Owner) on April 2003 and am devoting evening and weekend time in Quixtar business promising financial freedom over the time.

In order to build a group of people who see the potential and opportunity, my wife and I spent a lot of time to develop communication skill, leadership, and business mind, and so on.

It was not easy, but worth to pursue the physical and mental change for my dream and my family's.

It is also on-going process and we are growing with our partners together.

Over three years, I saw people being laid off from my company and corporate world in US is not secure to afford family. This reality motivates us to move forward for building the Quixtar business and we are growing with extra income from Quixtar.

This unique partnership with Quixtar and IBOs brought so many good things to us. Instead of describing them, I would like to comment on FTC's rule proposal that could give huge impact on our business opportunity and growth.

1. 7 day waiting rule – I think this could be a good idea to prevent people to join illegal network marketing companies with usual high membership fee. However, Quixtar has a clear option to give anyone signed up IBOs that they can cancel the membership and get a full refund on membership fee within a month. It is a common membership rule which is being implemented for other companies. Then, other membership like Costco should follow same rule to give customer membership?
2. Disclosure of past litigation – We are living in Internet era and people can find any information within a matter of second from Google website. Why should direct-selling companies have to do that while many companies with big litigation still have a business?
3. Disclosure of financial records – For my income level, I don't mind to give my income figure from Quixtar business to prospects. Then, my partners or other IBOs just starting Quixtar business do not want to expose their income. Not because they want to hide it, but they are worrying about how prospects are thinking about Quixtar business. This business model takes time to build up and income model is exponentially growing after certain time and efforts are invested. So, Quixtar is disclosing average income of active IBOs for prospects and I think it is more reliable information.

I don't participate in any other direct selling companies other than Quixtar. So my opinion here could not meet all aspects of FTC is concerning. However, if other direct-selling companies follow Quixtar business model/rules, I believe FTC does not require to enforce any regulation. This is my thought in short.