

Thank you for putting some form of regulations on business opportunities. We, as Quixtar IBOs and a part of the Winters LTD team, run our businesses with honesty and integrity, where some of the other business opportunities out there choose to do otherwise. We do however have a few concerns with the possible new rules:

- 1) 7 day waiting period for sign-up – Quixtar has a money-back guarantee with all new IBOs signing up to the Quixtar opportunity that will refund their money within the first 90 days, if they decide that the business is not something they would like to do after all. The 7 day waiting period would slow our growth tremendously when we have groups of people who want to sign up under each other. (Example: John has 10 friends who all know each other, and want to go down 10 deep from John. The last person would have to wait 2 months and 10 days to get his business started and would really slow his growth, compared to the others upline between him and John. That alone can cause us to lose new IBOs to other legs who can sign them up sooner, because they wouldn't have to wait as long to sign up in someone else's business that isn't growing as fast – but John and his friends would be the ones who had shown IBO #10 the opportunity first. This would be a “free ride” to whatever IBO could talk #10 into coming over to THEIR group, because there wouldn't be a 2-month waiting period w/them) With the refund policy that Quixtar has always had, there should be no need for the delay in sign-up. The refund policy should be a requirement for all business opportunities to stand by to keep things on a level playing field for all new people coming into a business.
- 2) Required to give 10 references – references are good for new prospects to check out other people's opinions, but that also opens the door for any of the references to “steal” our new IBO prospect from our line of sponsorship, when they call the 10 references for opinions. That concerns me for not only our business, but others who may have any form of dishonesty within their group. This would also take a lot of time away from our building our businesses, in having to respond to all of these “new prospects”, wanting to ask a hundred questions, with some of them only being inquisitive vs. really serious about being informed about our business opportunity.
- 3) List of legal allegations – as we all know, people who are successful in business (Food Lion, Walmart, etc. just to name a few) are constantly picked on by people who are looking for “something for nothing”, hoping to win a court case and get money that they don't have to actually “work” for. If they really want to check out all of the negative that the public throws at a legitimate business, the Internet and all the search engines are out there for all who want to know.
- 4) Require disclosures for every income claim – Quixtar already has this in a brochure called the SA-4400.
- 5) Require that every prospect receive “substantiation” for every income claim – an IBO's income can fluctuate every month, according to what is going on with their business at the time. New prospects need to know that everyone's ambition level is different and they can make more or less than someone else wishes to in their own business. We explain to all new IBO's that anyone can pass up anyone else's income if they wish to, by working harder than whoever brings them into the business – which keeps our business from being a pyramid.

Quixtar is the best business opportunity that we've found that encourages both honesty and integrity – something rarely found in business today. This is our future and the only source of income we care to pursue, once we get it built to a level where we feel secure and comfortable in leaving our full-time jobs. Our daughter (a rising high school senior) has watched our “crossline” and us for years and has chosen this to be her full-time career also.

Thank you for the opportunity to voice our opinions on upcoming rules for our business.

Sincerely,
Barrie & Gayle Justice