

I have had a Quixtar/Amway business since 1990. During that time, I have alternately worked on building my business and strayed away from building my business at various times during those years. There are certain points of your proposal that I disagree with.

First, the requirement of a seven day waiting period is detrimental since at this time I really have a fledgling business despite the time I have been associated with this team. Any slows on a business growth is always potentially damaging. My observation over this time is that people come in that want to build the business and are excited to get started. The 7 day waiting period can cool this excitement as early successes are vital to the new business owner.

If I was required to provide references, I believe, at this stage of my business, there would be a high possibility of someone going to another's group. I would also not be interested in having my personal information given out to everyone who is shown the Quixtar opportunity as my time would turn into that of a data clerk. There are several IBO's present at business opportunity meeting and prospects can talk to anyone at these meetings.

As far as litigation disclosure, this is unheard of in business. I also have a daytime full time job, and the company that I work for has 2 lawyers as full time employees. This would make me think that they have legal problems that they deal with on a daily basis. I didn't know about these going in and if I had, I may have walked away from the company just on that basis. Yet the company has been a successful and stable company for years. I have been employed there for 9 years. I feel that the perspective business owner should have the same opportunity in Quixtar as he would in a traditional business.

As I previously mentioned, I have been and IBO with Amway/Quixtar since 1990 and did not start seriously building my business until the last few months. An income disclosure would scare anyone away but would also not be a true reflection of an active IBO income.

As far as the average IBO income, Quixtar provides a form, the SA-4400, which does show the average income for an active IBO. This form is approved by the FTC.

In closing, I understand the need to regulate the unethical practices in business, but to punish the companies who do abide by the law and the FTC regulations in an attempt to stop the few who try to skirt the law, is damaging to all businesses.

Thank you for your consideration.

Regards,  
Ken Jones