

To: The Federal Trade Commission
Date: July 16, 2006
From: Eric and Christi Falen
Subject: Business Opportunity Rule, R511993

We have been Independent Business Owners (IBO's) with Quixtar for one year. The personal growth in our lives has been tremendous. Quixtar has already provided us with extra monthly income. In the next couple years we have set a goal of achieving financial freedom (both time and money to not have to work a typical job). Quixtar has provided us with the opportunity to deepen our relationships with our friends and meet new friends that are honest, sincere, dependable and have true love in their heart for helping other people succeed. We love and value the fact that this is a family business. We want to make a difference in other people's lives and help them succeed in everything they do, and Quixtar provides an awesome training system.

We highly support your concern to protect individuals with the Business Opportunity Rule, but would request that you consider a few modifications.

1. Eliminate the seven day waiting period for opportunities like Quixtar because every person that signs up as an IBO has a complete money back guarantee if they are not satisfied. Plus, we are responsible for helping our new IBO's be successful, and if we don't it hurts us and our business. One of our friends showed us the Quixtar opportunity and we felt blessed because we had been looking for a family business to do together that we could afford. When we show our friends the business plan to see if they would like to be an IBO, they receive a lot of details about how they would get paid, and what work would be required to be successful. We don't pressure them; we simply ask if they are looking for a business opportunity.
2. Eliminate the requirement to provide 10 references because references are no guarantee that it will work for them, because it depends on their effort. It's their business and we can only help them as much as they will let us. Notice from the example above how new IBO's already have a reference system in place because it is people they already know. Several years before becoming IBO's we contacted references provided before we purchased candy machines and what worked in Oregon where he was certainly did not work the same for us in Idaho. What really makes a tremendous difference with Quixtar are the personal relationships.
3. Eliminate the requirement to disclose all past legislation for the last 10 years. It doesn't make sense to require all lawsuits, arbitrations and legal claims to be presented because anyone can trump up charges. The Better Business Bureau already handles this issue, when someone is concerned they simply look up the information for themselves.
4. Instead of a different disclosure for every income claim, how about an average monthly gross income for 'active' business owners?

Thank you for striving to protect us and for considering these thoughts and modifications. We support your efforts to keep opportunities fair and honest for everyone.