

Myself Prakash Dugar, Independent Business Owner with Quixtar. I am in this business for past 3.5 years.

My brother approached me by asking if I looked for other ways of making money. I said sure. I got more information that week, studied the SA-4400 and this was enough proof that I would make money if did the work, then I met some people to find how they were doing this business, and I was informed that hard work is the key to success in this business, and I had money-back guarantee on my registration and any product I bought from Quixtar. It all made sense to me and I decided to go ahead.

Looking back, I do the exactly the same to explain prospects that this is not one of get-rich-quick, and it is a like any other business, where they will make some choices to have more options for themselves. It is very important to me and them because I look for long-term relationship and hiding this info doesn't do any good to me either.

I started Quixtar biz with about \$150, and now we register the new people for about \$176 with the product pack. They can receive all of it back if they decide to change their decision.

I started my business to create some financial and personal options for my family, and the convenience and saving of in-home-shopping service. I've been able to achieve some of my goals by savings and making on-going income through my group. I knew I needed to create my network in order to accomplish my goals in the business.

Issues:

7 day waiting period:

This will affect my business adversely.

It is like I see something is market that is of great value to me, but I can't buy till next week. Even the new IBOs will get frustrated since they can't register their friends and family for 7 days. Since we make money on a monthly basis, I and my new IBOs will lose time (and money) in a big way.

Typically, I show the business to looking prospect and lend the SA-4400 for them to study, show them the product demonstrations and catalogues. Based on their need, they have the option of becoming IBO, customer or nothing. I feel the prospects have opportunity to wait as long as they want, since nobody can force them to make decision quicker. Additionally they've the option of getting their full money back by simply calling or faxing Quixtar, if they desire.

References:

I certainly wouldn't want to give other business owner's private info to my prospects, since I wouldn't want my private info to be given to other people.

Of course, if prospects want/need to contact other IBOs, they can contact Quixtar for this info and Quixtar can do it based on their agreement with IBOs.

Specific Earning Disclosure:

I tell them about average monthly gross IBO income and numbers on SA-4400. I share the income potential and what I believe I'm targeting for. FTC-approved document SA-4400 is all I ever need to state in terms of income through the business.

Financial substitution:

I don't think this should be required for IBOs. Anyway, what I have earned reflects what I have done in business. When I got started, I never wanted to see what anyone else has done or is doing with business. I knew FTC-approved SA-400 is what I need to believe.