

Federal Trade Commission:

Reference “Business Opportunity Rule R511993”

We have been IBO’s since 1981, first in Amway and now in Quixtar. We achieved Platinum in 1982, Ruby in 1983, Emerald in 1989 and Diamond in 1995. We have been affiliated with Quixtar since its launch in 1999. I am a physician who is board certified in Internal Medicine, Nuclear Medicine, and Diagnostic Ultrasound. I have been fully retired from medicine since 1992, our lifestyle supported totally by our independent business powered by Quixtar. We have never been misinformed about the work required to build this business or the income that can be achieved. We have always provided this same factual information to others we have talked to about this opportunity. We let them know that it is not a “get rich quick” plan and that it requires hard work as does anything worthwhile. There is no guarantee, but the rewards are there for those that do the work. Investment required is minimal, less than \$200.00, and the prospect can get their money back within six months. We and others have received benefits from this business in many areas other than income. Personal growth, friendships, and improved relationships and benefits to our children are some of these. We feel that the proposed rule under consideration would virtually cripple our ability to develop our business.

Specifically, a prospect typically receives a complete explanation of the business followed by approved literature to study. A follow-up is done usually in 24-48 hours at which any questions are answered. In many cases the prospect is ready to move forward and talk to their relatives or friends. Our role is to help them do this so their business can start growing, generating product volume, and therefore start producing income for them. The requirement to wait seven days would negate this process, hold back their growth, and reduce their potential profitability for those that are ready to move ahead. If someone is not ready to move ahead, then they are provided with whatever further information they request—no one is required to register! This seven day waiting period should be eliminated.

A prospect is typically introduced to and can interact with a number of people in the business at a business orientation meeting where the complete plan is explained. The proposed requirement to provide a list of local IBO’S to the prospect is unnecessary. It would also violate the privacy of these IBO’s (including ourselves). In addition, it would allow prospects to possibly be “stolen” by someone other than the IBO who originally showed them the plan.

The proposed litigation list requirement is particularly unwarranted. Anyone can sue anyone in America today no matter how unfounded or frivolous the complaint. We were personally caught up in such a suit by one individual, that was deemed at arbitration to be unfounded and was basically dismissed. For us to have to disclose such a farce to prospects would be completely unwarranted and potentially damaging even though we did nothing wrong. This would open us and Quixtar up to false accusations. Eliminate this proposal!

We provide all prospects with income data such as the average monthly gross income for active IBO's and the FTC approved SA-4400. Such a standard, generally applicable potential earnings statement is vital and should be all that is required.

The earnings of specific IBO's is reflected by their lifestyle, with no other source of income than their independent business powered by Quixtar. The income of IBO's who are not full time in the business may be significant, and can be documented by them as necessary without this being required. We have had no other source of income since 1992. Specific earnings disclosures would violate our privacy and are unnecessary. Also, we do not want other people to be limited to thinking they can only do what we have done. If they are willing to work harder than us, they can potentially make more money than we do. We can obviously substantiate our IBO income, but should not be required to do so except in specific circumstances or official investigations.

We support the FTC's efforts to protect the consumer from fraud and unwarranted business practices. However, what is needed is a level playing field with regulations that shut down bogus business opportunities without penalizing or putting crippling burdens and requirements on legitimate IBO's and honest businesses like Quixtar. Consequently, we request that these particular proposals discussed herein be eliminated.

Thank you for the opportunity to submit our comments. The future of our legitimate business is at stake. We hope you will listen to our sincere concerns.

Sincerely,

R. Barry Grove, MD
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Quixtar Diamond IBO'S