

A. Our personal experiences:

We have been business owner since we launch the Quixtar portal in September of 1999. The goals we set out to accomplish we know we were able to accomplish with this Free Enterprise opportunity. Our Business helps us to focus on helping others and setting up our financial lives for our future. This opportunity has helped us to learn so much about personal development as with our family & friend relationships. The books, audios and training function that area available have not only helped us with our Quixtar business, but also our personal lives. Benefits other than the income have been the amazing support and honesty given from our line of sponsors, as well as the close friendships, and positive changes we made in our personal relationship with each other.

B. Address Specific Issues:

When we were presented the Quixtar opportunity we were given specific information about the “investment” and the “effort” that the business would require. The facts we also shared about the average gross income, how the business model Quixtar was the internet model of Amway, and an information pack, filled with specific material were given to us to look over, so we could better investigate the business and make a sure decision. This is the same method we follow when we share the business opportunity today with other potential business owners.

I.

When starting a new business owner we explain the breakdown of what the investment is. The typical prospect getting started, usually spend around \$65.00 to get registered and then invest \$306.00 for the product kits for personal consumption, to also sell/sample for customers. The prospect or independent Business Owner (a.k.a. “IBO”) are encouraged to share this opportunity with other friends or family before the get registered. When we register a new IBO we do inform them that if not completely satisfied that they can get the full money back less than the shipping and handling with-in 30 day from registering, and after the 30-days if they have not received any bonuses or profits they be eligible for a refund.

C. The requirements of a seven-day waiting period:

As with the seven day waiting period with any new or existing business owner they would be inept from building there business at their rate. It would slow the rate in which any/all business can grow. If a potential prospect had to wait due to this new guideline which is being proposed then the prospect may want to find another business that does not enforce this guideline and this would affect the entire growth rate for every legitimate business. This would affect our income as well as the prospects.

D. Providing References:

- To provide a telephone number list of other IBO’s so that the prospects could call them prior to registering is risking that the potential business owner would like to register with them or the IBO’s wouldn’t want to take time to answer the

prospects questions and this may cause the prospect to judge the business on the reference and not the facts.

- The references may be limited due to the fact the people don't want to give out the telephone number as this is private information.
- All IBO's are encouraged to get around other business owners that are in the same line of sponsorship to ask questions and meet the team of support. Prospects and New Business owners are able to meet other people who are building the same business and can hear about how they build their businesses the techniques they use when talking to others and how they sell the products.
- The prospect or new business owner benefits by getting around other business owner when they're concerns and questions asked and answered. They can see and listen to active Business owner share stories of how they're succeeding and what technique maybe working for them.
- Specific earning disclosures are provided with our business presentation pamphlet Item # (TL440942)

E. The requirement for financial substantiation:

- When explaining personal financial profit to a prospect this may encourage or discourage the prospect from evaluating their success in the Business opportunity; when compared to our income. The business is based on the efforts and investments made so this information could potential discourage this prospect from building this opportunity; Where as anyone can develop a Multi-Level Marketing business by the structure of the system they follow not by the income of what one business make when compared to another.
- Providing financial records would be inappropriate due to the facts that the business is built and based on the efforts of the individual and the income potential is presented with the presentation and should not be based on individual's incomes. This guideline may also discourage business owners who have been inactive but want to become active; the prospect may judge this persons business successes as being inadequate, or due to his inactivity.