

Thanks for helping us to keep aware of the need for policing our business model. We at Xango tend to have a very strong culture that is already at play helping us to make proper choices, present the business model favorably, refrain from making any health or income claims whatsoever, and giving refunds without cause, whenever the need may arise.

I love being a network marketer, and the main reason I love this industry is that I'm part of Xango, a great company, with great leadership and a fine opportunity for the average person to make an above average income.

With respect to the 7-day waiting period, I don't see the necessity for this, as we have a 30-day no questions asked guarantee of money back, and people are spending only \$35 to join Xango, as well as the optional purchase, of perhaps \$100 or \$200 worth of product. When a person has to wait 7 days to sign a distributor agreement, this seems unnecessary, with our 30-day money-back guarantee. To keep someone's money or hold them to some contract would defeat our purpose, which is to refer others to a company that we believe in, and to a product that we think they may like.

With respect to the income claims, we state that the amount of money someone may make is entirely up to them. They may only drink the juice and never tell anyone, and, therefore, never make a nickel. This is their choice. It is, however, possible that they may make a good income if they choose to share the opportunity and the juice with others, perhaps many others, who also have the same chance to make money, from nothing to a lot. We never make income claims or speak untruthfully about checks we may have received in order to entice someone to join. This sort of action would attack our credibility, and without this, what have we really gained?

With respect to giving out, to a would-be-customer, the addresses and phone numbers of a number of existing distributors, this would very likely upset many of the very customers who we so quietly serve--good people who simply wish to purchase Xango at wholesale, to enjoy in the privacy of their homes, peacefully sharing the juice with anyone they choose, without being subjected to phone calls and visits at their place of residence or business. Phone calls that could disturb them from their sleep at any hour of the morning, and visits that could threaten the security of their community, coming from strangers, perhaps competitors, or anyone who wishes to pose as a new customer of Xango in order to obtain the names and phone numbers and addresses of a handful of "target" distributors. Who knows what this otherwise private information would be used for.

I could only imagine the look on my prospect's face when I tell them that from time to time the company will give out their personal information for strangers to call upon them at their whim. This sounds like a very dangerous and poor idea, though I realize your intention is to protect a good consumer from making a poor

choice. Each good company will be greatly harmed by this policy and a bad company can simply make bogus lists or perhaps have none at all in the event of a new company or a newly-opening market, so therefore, the user of the list may only have far-away lands on which to call and ask questions that will be simply intrusive and may also cause a good, existing customer, to cancel their Xango shipments and ask to be forever removed from any and all lists that will continue putting their sensitive, private information into the hands of persons or groups they don't know, or don't want to know.

Legal actions that may be ongoing, as well as those that have been answered and are thereby closed, can easily be found by searching on [www.google.com](http://www.google.com) and many, if not most of today's customers are well aware of ways to find out up-to-the-minute newsworthy information in this manner.

Supposing your ruling required distributors to carry around pages of articles and news about things that really don't impact the new prospect, even armed with this printed information, one would not have the latest news and rulings that a novice could get simply by visiting google news and within moments, be reading about briefings that occurred in the latest hour, as opposed to perhaps months-old information.

I see some value in knowing of these types of legal wrangling, but for the FTC to impose the publication and distribution of this information would be cumbersome, a nightmare to control and update, and take a lot of good people away from more-worthwhile tasks in order to keep up with all the changes to this type of information. Much manpower would be required, both by the FTC and by Xango and any other good companies, and I believe that, although your intention is good, that the outcome would be poor and quite a distraction to all parties involved, including the new prospect-- the very person that you are trying to protect.

Wouldn't it be an interesting world if you applied these ideas and constraints to the restaurant industry? McDonald's customers would have to, before placing their order, be served up pages and pages of complaints by coffee-spill customers' lawsuits, as well as any and all legal problems the company has faced in the last 10 years, and then they would have to wait, if they were still interested, for 7 days before they could legally pay for and take possession of their Big Mac & Coca Cola.

The impact of these rulings could have such a negative effect as to cause the American people to wonder what the FTC should be doing to protect us, rather than have burdensome rules that seemingly harass and complicate the process of signing up for a hundred dollars' worth of juice! At Wendy's Restaurant I'd be reminded about the finger-in-the chili lawsuit--even though the woman who did this was found guilty of fraud. Reading about this, even though it was a fake, would cause lots of customer to skip the chili. No finger foods for me today!

The FTC, for my dollars, could certainly spend some time working with the credit card industry, and perhaps finding some time to help the millions of people held captive by the industry's pricing strategies, interest rates, late fees, and credit-reporting policies. This is an area of commerce that really needs reform. We in the direct sales and multi-level marketing businesses share your goals of helping to improve the industry and are always ready to improve, with or without, legislation.

Thanks very much for introducing this legislation, though it needs to be reviewed greatly and revised in order to benefit anyone, especially the very folks you are trying to protect--the consumer. And guess what--we are all consumers. So please let me allow someone to make a decision of very small consequence, refundable, with no income claims, without giving out personal information from existing customers, and let them do it with dignity, and with no 7-day waiting period.

Thanks for your concern, we'll keep doing our part to keep Xango customers happy so we can all remain part of a great company, marketing a great product, in a great industry.

A Xango TM Independent Distributor

Spamboy  
Kevin Blesh