

To whom it may concern,

I have been an Quixtar IBO for the past 3 years and my wife and I have been quite successful in this business so that we can survive this financially hard period. I truly respect the value of family and I see so many families break down just due to financial problems. I am sure Quixtar business opportunity has been a great opportunity to so many families. IBOs get healthier just because they get to know the best supplements and the right way of eating. IBOs also build stronger family because it is all family based business. IBOs read so many good books so that they can change their mental attitude and making a difference to others by impacting with positive attitudes. IBOs do start having hopes so that they don't look behind and work toward their dreams. So, they try to get rid of bad behaviors and negative thinking habits. Through this business, people get equipped with financial knowledge, leadership skill, wellness related knowledge, and self-development skills, which are not taught at schools. I am sure educating people with such information will benefit individuals, families, as well as US government.

Everyone including government knows that US social security fund will be exhausted by 2041 and the Medicare expense will exceed social security payout by 2024. People tend to live longer without any preparation for their retirement. Building Quixtar business is a preparation for the future. Quixtar IBOs are getting healthier (they take good supplement, exercise, keep them out of junk foods. That is what we teach) and there will be lower chance for them to rely on Medicare, and this is going to help US government, too eventually. I believe Quixtar business helps individuals, families, communities, and government.

I truly believe those benefits are just part of benefits IBOs get by participating Quixtar business.

Let me address some issues FTC has proposed.

1. 7 day waiting rule

Many IBOs just register just to buy Quixtar exclusive products at wholesale price, because they know the benefits of Quixtar exclusive products. When they want to buy products, they want to order right away. I do travel long distance many times for this business, many times flying. I stay just one or two days over there. It is impossible to bring products (Quixtar exclusive products are mostly detergents, drinks, supplements, and bulky stuffs) to long distance when we travel.

Many times, I have to show them how to register and how to order online because many people still need education on online shopping. If I have to wait 7 days to have them register, I will lose many opportunities because I can't afford flying back in 7-8 days to help them register and order. With 10 local reference list rule, this is going to make huge negative impact for IBOs like me. My prospect will contact local IBOs to ask how to register and order in 7 days. If I can't be there when they wanted, they may lose confidence to me and register with a local IBO. For your reference, I fly to the same city once a month, 5 different cities.

2. Provide a litigation List.

I am not sure how much this information will be helpful to the prospects. There are already so many anti-web sites and they can take a look at it by googling. I am not sure if there is such a rule for US corporate. I was not given anything like this when I got my engineering job. If this is the case, it is not going to be fair for direct selling companies. As I mentioned before, many IBOs join just to shop like Costco or BJ membership. Many IBOs enjoy 30% discount from Avis rental car, 18% discount from Nextel, etc. People want to register to shop online and get some benefits. When we sign up for Costco or Sams Club, or BJ, do we get this kind of list?

If new IBO didn't like the membership, they can cancel anytime to get the money back. If they don't like the products, they can get all the money back as long as they send them back in 6 months. There is no single disadvantage for a prospect in our business.

I do not think it is necessary to provide the entire litigation list to every prospect. Whether it is true or not, when people get to read the litigation story, they get discouraged to sign up. This will open another problem. A company in competition may hire some lawyers to sue the competitor with any reason. This new litigation needs to be added to a list, and this will cause mutual lawsuit. What a waste of money and energy it is!

If this is going to be fair, FTC needs to require same thing for all the companies and small business which hire people.

3. Provide a reference list of 10 from local.

It is against the privacy I believe. I personally don't want my personal info given to unknown people. I am sure there will be many cases that myt prospect register with a person in the list especially if it is from local. For small town, finding 10 IBOs from local might not be easy, either, especially for immigrant society. In the immigrant community, they know each other. If the prospect finds out that there is a close friend or person he/she likes is in the list, there is a great chance of registering with that IBO. This is NOT fair and this will cause so many ethical issues and social issues. How do I think if my prospect goes to someone else? What if it happens many times in a small community? This will break down small immigrant society, and I don't want to see this at all. Hopefully, FTC respect diversity and community values.

Another problem this rule will cause is this. For someone who starts sponsoring in a new city, it is hard to get the list. If there is already pretty good size in the city, the prospect may prefer the established group to one who just started. This rule gives disadvantage to beginners and people who do long distance sponsoring.

4. financial substantiation.

I am not sure how beginner can show the plan since the beginner does not have any income to show. Does it mean that the beginner cannot tell any potential income because they don't have financial record?

5. Earning disclosure.

Again, people who have not made income cannot show the plan? This rule will help people who already made success, and I think this is not going to be fair. It would be more appropriate for the company make the average income public. The average income for each level announced by the company will be more reliable, and I think that would be sufficient. I know that there are some who exaggerates the potential income, and this needs to be stopped. I think the company is the one who knows the most accurate numbers, and company needs to make it available to prospects.

Thanks for listening.

I believe we need rules to make the business more solid. This independent business opportunity is really helping so many people. I hope this shouldn't be stopped just because of unnecessary rules. Quixtar is part of direct selling business, but it is kind of an online shopping mall similar to Amazon.com. Therefore, I believe that applying the rules for average direct-selling business to Quixtar business may not be adequate. Hopefully, FTC creates separate category for Quixtar business model eventually.

Best regards,
Quixtar diamond IBO,