

My name is Bill League. I am an IBO in the Quixtar system. I am in the Britt World Wide professional development program. I have been an IBO since about 1992-93. Until this year I really never put the effort this business requires. This was for many reasons, but basically they boiled down to overcoming some personal challenges. I retired in 2003 and made a decision to finally assume responsibility for my life and have been pleased with the resulting personal growth I have experienced. I have been a consumer of my own products over the years and have had some success with a customer here and there over that time period. My level of involvement and activity is picking up steam.

I can state, without reservation, that my experience with the corporation and the independent support system has been nothing but honest and fair. Nobody, and I truly mean nobody, has ever pressured me into buying any product or support /training materials, or go to any function I did not want. Over the years I have joined and again dropped out of tape programs several times with absolutely no argument. My experience has been is that if I want to build a business I can, if I don't then my up line is too busy to try to manage me. I either have wanted this business or not. It's just that simple. My experience with the Opportunity meetings and our associated Monday night training sessions has always been positive. As some of the younger Ibo's have stated recently "these are the kind of people my mother always wanted me to hang around". That's true from my experience. These are just really nice positive and upbeat people in our local meetings.

Now for the issues at hand.

**The 7 day waiting period:** We all want to strike while the iron is hot, but my experience has been that prospects will make up their minds when they are ready, not because I use some slick sales line on them. That is because I want ambitious people in my organization, not a bunch of dead weight. If they are unmotivated and just hang around to have someplace to go on Monday nights, they are attempting to be part of some social club, not a business. My experience has been that from the time of sitting down with a prospect until they sign a contract is usually 3-4 weeks. By that time, I have met with the prospect at least three times, walked them through the business plan (different levels of details each time), usually had the prospect show up to at least two Opportunity Meetings before they actually sign anything...I want them to feel comfortable with the business model, and begin to feel comfortable around the other team members. I just don't see the necessity, the way we do our business, to extend the five day requirement to seven. I don't see where it buys us anything. We are ethical in our model. Besides, I don't want somebody in my organization more than they don't want to be in! They are just dead weight!

**Disclosure of legal complaints/lawsuits:** I don't think you could find a corporation on this planet that hasn't had a lawsuit filed against it. The significant issue is whether there has been a finding in a court of law of illegal activity. Anybody, especially when the intent is to create mischief, should have the ability to destroy the livelihood of, in our case, millions of Ibo's. This rule needs to be more restrictive in scope. Restrict the disclosure to actual court decided cases and indicate whether the judgment was in favor or against the corporation. In fact, I would not put it on a disclosure form. I would ensure the parent corporation posts the summary or title of lawsuits on their website and the requirement be that the written notice provides a reference to that web page. I think that form of full disclosure is appropriate. However, this listing should relate only to the parent corporation suits, not every suit settled involving an IBO. These are two distinct legal entities.

As we are aware, there are blogs all over the place criticizing our business. How many people do these "blog" sites actually represent? Take Quixtar/Amway. We have something like 3.5 million Ibo's worldwide. I bet if someone actually took a count of those complaining through Blog sites, you might

have, what 1000 people complaining? Even at 10 times that number that is only 10,000 people or less that .01% of the total IBO force. Come on get real.

**Disclosure of 10 Ibo's as References:** No, don't do it. Something really important missing from the Federal register dialog. All things being equal (read ethical) what typically makes one person stay in and another drop out is their internal motivation, their ambition level and the size of their dream, whether they take a long term view of what they are attempting to accomplish. It's not Quixtar, the support team, the products or anything else that truly makes or breaks a person in this business.

It's their perception of "how fast can I make a lot of money". It's not using good business judgment as to how to balance revenue and expenses. It's being just plain dumb about business in general. We don't stress this as a "get rich quick" business, but one that takes hard work and time. People generally don't like to admit they don't have what it takes to succeed as an entrepreneur so they tend to project their personal weaknesses, lack of character and mistakes onto these networking systems. I assure you the last thing I want is to have to expose a prospect to a person who didn't have the competence, the motivation, or good judgment to have what it takes to stay with the program long enough to see it bear fruit. They need to see how they can succeed, not how they can find excuses and fail.