

To Whom It May Concern at the FTC,

Thank you for giving us the opportunity to give input regarding Business Opportunity Rule, R511993. I greatly appreciate your efforts to shut down illegal marketing schemes, but do have concerns regarding my own business utilizing the Quixtar business model.

I have been involved with Quixtar since it's inception in 1999. My sponsors made it very clear to me what I would need to do to be successful, but a quick look at my calendar shows that until recently I have not shown the business opportunity nor it's products to nearly enough people to achieve anything worth speaking about. However, in the last few months I have become focused, and am seeing the results of my efforts in both product sales and recruitment of team members.

As a veteran public school teacher who at age 41 is maxed out on the pay scale, I am very excited to have a business of my own where I can determine my income. I know that if I continue to apply myself as I have recently, I will not have to worry about the lack of pay raises from the state. I can make my own raise based on the amount of effort I put in to my business.

Here are my concerns regarding the proposed rule:

- 1) The 7 day wait period. Quixtar offers a 100% guarantee. Why should people be made to wait when they can get all of their money back within 120 days? In late June I registered a lady, and soon after she asked me meet with one of her friends. Her friend joined on the spot, and has placed 2 orders on her own since. This rule will stifle growth, productivity, and motivation of Quixtar IBOs. If there are companies out there who do not offer a guarantee, then please go after them to offer one or be closed down. *This rule should be totally eliminated.*
- 2) The requirement for references of IBOs in the area. I do not want my prospect that I have been meeting with, giving information to, and bringing to meetings to be registered by someone else who claims to have "a better deal". I also do not want people I don't know being given my personal information, contacting me, and taking up my time, only to see if they should join with someone else.

I do feel it is important for interested people to meet others already involved. I encourage them to come to one of our weekly meetings for this primary purpose. However, I know that none of the other people there will try to "steal" my potential IBO, and that my new prospect is meeting people they will actually be seeing regularly. *This rule is a violation of my privacy, a complete waste of time and should be eliminated.*

- 3) The lawsuit and legal claims rule. All of this information is readily available on the internet. What people need to hear is the truth, not just alleged fraud and false accusations. If companies are bad and filled with fraud, they will just ignore the rule and move on. Meanwhile those of us with businesses partnering with good,

solid, reputable companies like Quixtar will be inhibited. *This requirement should be eliminated.*

- 4) The disclosure claim for every income. I think it's important that people know the truth. The form that I use to show people our business says right on it, "the average monthly gross income for 'active IBOs' was \$115". I feel that an approved, written statement like this is much preferred. Also, people are busy, and I like to keep my meetings as brief as possible. Giving them every detail during the presentation is cumbersome and time consuming. *I feel a simple disclosure statement like the one we already use is much better.*
- 5) Personal financial substantiation. I fully agree that people should not make up income amounts. Our upline teaches us not to make any personal income claims. It really does no good, and I never mention how much I have made in a given month or year. *What is important is substantiation for the business model itself, not how much actual money I have made.*

I do believe regulation in this industry is vital, and there are many people out there trying to make a fast dollar at another's expense. However, the rules I wrote about will greatly hinder the growth of my ethical business with Quixtar. I ask you to update your proposed regulations.

Thank you for your time,

Paul Johnson