

7/14/2006

Dear FTC,

*I am a registered nurse with a master's degree in adult education. I was finishing my degree, when I was first offered this opportunity. My initial IBO registration was through the Amway business. I have been married for twenty-five years and I have four children. I have seen IBO's come and go. I have also seen many traditional businesses come and go.*

*I have been an Ibo since 1993. I have reached the level of Silver and Gold Direct. I have helped another person achieve Silver status. My next goal is to be a platinum direct. The Quixtar business has helped me to maintain economic survival during a time of a lost traditional business and during my husband's unfortunate job terminations, changes and re-education into a loan officer position. The educational training and support from my upline support team has been personally rewarding and a source of strength many times. I always know that I have someone to help me "get started again". I have down line in my business who come to me for information and training as they continue to achieve their own goals. It is a satisfying feeling to know that we are willing to move on.*

*When I was registered, I received enough information to know that I would be joining a community of people who believed in a solid corporation with excellent products. I always profess this belief and share the same information with new IBO's when I am registering them. I tell new IBO's that I am not afraid of work and share that I had three jobs when I became an IBO. I explain that I encourage them to work as hard for themselves as they would for anybody else and that they can create solid business with the support of their upline team. I often say let's work together and get some money in your pocket. I always tell my prospects that I am not offering them a get rich quick plan and that I will not guarantee their success. I always share CD's that have recorded information from other successful IBO's. Some of those CD's share the trials and tribulations that these successful IBO's have undergone. I tell my new Ibo's that it is about 65.00 to register and to receive publication. I also explain that they will not receive any points towards the bonus but I do invite them to make their first order and encourage them to try the sample pack or any other product that they may need at the time. I always explain that they can receive a 100% refund. I have helped literally hundred of people get started*

**Regarding The requirement of a 7-day waiting period:**

*If prospects have to wait seven days before registering, they might lose the opportunity to sponsor another Ibo.*

*An IBO who can't purchase before the end of the month is prevented from kick starting his business within a given target date. Team goals are affected. An Ibo who has to wait seven days to get started will be prevented from recapturing his investment within the first week of business.*

*The first steps to connecting an IBO to his support team include taking him or her to an open meeting or having a meeting. Both of these activities are essential testimonials to team growth. An IBO who is required to wait seven days will not have the advantage that others have at an open meeting. He is prevented from getting started. This will definitely cause a disheartening aura for a new IBO who must wait seven days.*

**Regarding The requirement to provide references:**

*The thought of having my new IBO's contact local IBO's before deciding to join my team is absurd. Every team is unique. Not all IBO's are working at the same level of performance. If a prospect has even given me the time and attention to hear my presentation then I can assume that he/she has accepted my work ethic; since my contact and invitation has captured their time and attention. I feel a strong obligation to help people achieve their goals. It is destructive to diminish the value of my team performance by asking an IBO to seek another opinion. I would return to Macy's after working with a salesperson who shows me what I want; then tells me to wait seven days; and sends me to Target and Walmart; finally requesting that I return to Macy's to make my purchase. Let's Get Real!!!! You are requesting this of me the business owner. Unbelievable!! If I were asked to do this as an employee I would not be proud of what I sell or do. As a business owner not only am I not proud of this suggestion; I will not do it or teach it to new IBO's!! Please don't pass a legislation that will harm my income and destroy the high level of **service with opportunity that Quixtar provides.***

**Regarding the requirement to provide a "Litigation List":**

*The concept of parading information about litigation is designed for destruction. We live and teach positive reinforcement and pride in the program. I find no rationale for damaging a growing business by repeating poisonous information. My team of IBO's always has the same access to public information as any other business owner and should be never deterred from reaching for their own dreams and working towards their own goals. Xerox Corporation has had it's own share of litigation. When my husband and I embarked on our relationship with Xerox we went to the library and studied. We did the same when we started our Amway business in 1993. Business is business. The American dream is to set your goals and aim high because anything is possible. To be required as a business builder to*

*encourage reasons for failure is contradictory to the mere essence of my Quixtar existence. I will not do this.*

***Regarding requirement for specific earnings disclosures:***

*I already inform my new registering IBO's of the average income for an active IBO. We give detailed average incomes for all levels above platinum. I am not opposed to this since it is already in place when we go over the percentage scale.*

***Regarding the requirement for financial substantiation:***

*I have no problem sharing my annual income. It can be misleading if the new IBO does not follow my same work ethic. Since I cannot guarantee anybody else's income, substantiation of my income is fruitless. Financial substantiation is revealed in the presentation of the plan when the explanation of PV and BV is provided. It is up to each and every individual how much PV and BV they will generate depending on their individual sales and training of new IBO's while helping them generate PV and BV. This team approach to success and support have proven to be rewarding for all individuals who treat their business as a business.*

***I plead with you, please don't damage my growing business!!***

*Sincerely,*

*Elizabeth Silva*