

Comments for the FTC

Team,

I have been with Quixtar since it started in 1999 and never had a problem with the integrity of their information. The following are a few comments related to your proposals:

1. Since Quixtar has a 30 day money back policy (like a cancellation policy) when you register and any products you may purchase also have a money back policy, there is no need to have a wait period. Also, we recommend that at sign-up they purchase some of the guaranteed products. The total cost of license and products are usually about \$200, but the products are optional. We do recommend that they purchase some tools (CDs, books), which we would refund if asked.
2. As far as references, in my experience, part of our orientation was to bring new people to the Open Opportunity meetings and seminars to meet others that are in the business. We have a number of these meetings every month in my area and they are offered to the new people. I can see in new areas there may not be that chance, but usually they could find an event within a few hours from their location. Also, giving out other's information could cause privacy issues.
3. We do not rush someone to sign-up because we feel that they do not know enough, but if they want to, we will let them (they still have 30 day money back policy). We also always tell them that this does take effort and it is not a get rich scheme and that they are in control of their effort level.
4. We all are required by Quixtar to disclose the compensation plan and use material that gives an overview of what can be made based on effort and lists what the average person makes in the business at the bottom of the material. There is no need to require disclosures. Even on a job interview, I do not tell the candidates what I make or what anyone else makes. I just let them know what they can make.
5. We tie every new person into the same training system that we use and let them know that the training information is optional.
6. As far as legal disclosures, I would think checking the Better Business Bureau would be the best. Anyone can bring a frivolous lawsuit, especially if they want to cause someone to fail or not get what they feel they cannot have. This would distort which business is legit and which are not.
7. Suggestion: I would think that maybe each business should have their overall business compensation plan (e.g., at the Quixtar level) certified by the government. Like a license that they must present so the prospects can look up the license number. We would then have it on our compensation schedule with the words related to what the average person makes.

8. I'm not sure how to manage some of the false advertisements that ask people to call them and guarantee income. We call people we have met or one of our people have met and ask them if they want to sit down and talk about a business. We never guarantee them money.