

## **My Response to the Proposed “Trade Regulation Rule for Business Opportunities”**

My wife and I are “Independent Business Owners” affiliated with Quixtar since 1998. We are now starting to really build a nice team of IBO’s and we feel we have a responsibility to them as well as ourselves to inform the FTC on our position.

When I first heard that the Federal Trade Commission was considering adopting new regulations regarding business opportunities like ours, I was very concerned and uneasy. We joined the Amway Business Opportunity in the late 70’s. We started to sponsor some very good people and we felt that we were well on the way to building a good business for them and ourselves. Then one day the headlines in the newspapers changed all that. They read: **“FTC TO INVESTIGATE THE AMWAY CORPORATION.”**

That headline was the downfall of our group and our business. Many of the people who were already sponsored resigned their affiliation with Amway. They said that they did not want to ask anyone to join an organization that was being investigated by the FTC. It also became very hard to approach new people to this wonderful business opportunity. Once they heard the name Amway, they were finished listening. Even after the investigation had been complete and the FTC had given Amway a “Clean bill of Health”, no one would listen to us and it became impossible to get new members on our team. We also eventually left the business.

However in 1998 we were again approached to register with Amway and then Quixtar in September 1999. I for one would not like to see a repeat of the 70’s.

As to the rule I felt then and I still feel today that the Quixtar opportunity is the best thing I have seen. I would not like to see in hampered by unnecessary regulations. I do feel that anyone that is introduced to any opportunity, should be given ample time to learn enough about it so that he then can make an intelligent decision to enroll as an IBO. On our team we share the business concept with a new prospect, the information we give tells them the average monthly income received by IBO now working at this business opportunity, then we invite him to an open business meeting where he meets much more than 10 people who are currently working at this business. All this time I am providing him with literature and audio or video information about our opportunity and also I am available in person to answer any questions he may have. This process usually takes from 10 to 30 days on average. In fact I know that the Quixtar Corporation will refund in full all fees needed to register as an IBO to anyone who decides they made a mistake.

Therefore many of the restrictions that the FTC are considering are already being met without the need for the restrictions being imposed. People do not like being restricted. Next I feel that there is no need to give prospects any list of names of people involved in our business opportunity, as I would not want my name given out by members of my support team. I feel that by proper introduction they will meet these people and not infringe on any ones privacy. Especially in this day and age of “identity theft.”

As far as the rules concerning lawsuits and financial disclosures, all I can say that in my lifetime I have been on many interviews for employment etc. and never was I required to receive or given any disclosures regarding these topics before I was to decide if I want to pursue the position applied for.

I think that I have covered all my concerns and that possibly something I said here will help you make the right decisions.

Thank you for listening,

Leonard Feather