

INTRODUCTION

My wife and I became IBOs on (date). Since then we had meet many goals in all areas of our lives, but our main goal is to be financially free, for that reason after having worked in many places and a thoughtful research we conclude that the Quixtar business will provide us with the tools and the changes we need to reach a better lifestyle. In our minds we keep the desire to improve our lives socially, intellectually, physically and spiritually, and in our opinion this business is the only one that can give us the real meaning of financial freedom that all men kind have the right to pursue, helping others.

I remember when we start our business, my sponsor gave us all the information we needed, such information included the Quixtar web site, which gives you in detail he history of the company, the plan of the business model, earnings and the rules of conduct that every IBO has to follow. Now every time we sponsor some one personally we do the same, an explanation in detail how to start the business.

The philosophy and the mission of the Company give us the confidence that with work and persistence we could reach our goals, with the clear idea that; this is not a get-rich-quick business and there is not warranties of success, it all depends on the people, with the fact that not every one is looking for the same.

We let them know that the business membership cost \$40 annually and there is an optional starting product pack for \$20, said package has reimbursement in case the new IBO decide to give up before starting.

In our experience in this business, the transparent ethic that we practice is a powerful tool, and we never have had a problem with a customer or a prospect, because Quixtar gives warranty of the products that we sale or their money back.

REGARDING THE PROPOSED RULE

The seven-day waiting period, will affect our business, because by nature the human being is afraid to the unknown and is always looking for the easy way to reach goals, and success is for people with spirit, people that accept challenges, people that is willing to pay he price.

Seven day of waiting period can be used in two ways, to find those that gave up and have an excuse to reject the business or to find the truth from those who succeed. This is a business that is build like any other thing in life, step by step, learning from our mistakes and gaining wisdom as you go. "Time is money", and more money is invested, on training materials and driving long distances to a prospect house, adding seven days to the normal time that takes to do a follow up, will decrease our chances to register a new IBO.

The only good of this waiting period is that a prospect will have all the information he or (she) will need to take a decision, but in case a prospect decide to start the business he (she) will have to wait another seven days in order to register the first associate even if the prospect is a family member, this situation will discourage any one new on this adventure.

Put it this way; suppose I'm showing the plan to my friend saying: "Hey! I have a very good business opportunity, but I can not register you now, until seven days, and then you would not register no one for another seven days". The registration percentage will decrease dramatically.

Providing References:

This business is built at the beginning with friends and relatives, with a pre-established relationship. Providing my prospect with 10 names from people that are doing the same business, is a risk for both of us: for my prospect because I am putting his dreams on the hands of a person whose level of enthusiasm and compromise is unknown, for me because I feel that I am working for free for somebody else, that is not fair.

Imagine, that I'm talking to my friend, and say: "I am offering you the best business idea, with a great economic potential, but before you start making money you have to give to your future associates ten names of people from the area, so they can have the choice to register with you or with the them" My friend probably will ask; "are you saying that maybe that people could be sleeping at that moment, and I will be working for them, is not fair".

On the other side, the same people have the right to sue me for invasion of privacy, because I use their personal information: name, address, telephone number etc. besides that, I am putting at risk my business ethic.

If my prospects really need references, I can take them to an open meeting, where they can have not only 10, but also 100 references, and ask questions as they wish.

Providing Litigation List:

Regarding my ignorance about business laws terminology and legal disputes, I consider myself like the average IBO on this country; I know for example that every big company had had at least one litigation. Due to my lack of knowledge I might see those issues or too big or too small, it all depending on how they are presented to me.

For Example: If I introduce myself to somebody seeking for a relationship, given at the same time to this person a folder with my written past inside, any detail of my life that is not according to his (her) rules, may stop the continuation of a possible relationship, it does not matter if this person was present at that moment, if I made changes, if I pay my fines, if all was a miss understanding, if I am a better person today; the folder that I present is going to be enough to have the right or wrong judgment about me. It is exactly the same about any company of business. But I also know that the difference between a bad and a good business is the way they solve these issues, and the way they provide the opportunities that empowers people to realize their dreams.

Specific Earnings Disclosure:

At the time of a registration we mention to our prospects that the earnings are directly proportional to the number of plans showed in a specific period of time, the number of associates and the sales volume of his (her) business, besides that, we give to them the business disclosure average monthly gross income form SA-4400.

We show them specific basic examples of our own experience and experiences of other IBOs, making sure they understand, that the income potential of the business is big, but the earnings varies on every case depending on their effort, some people are making twice as much, because they work twice as much.

We always show to our people how much money we are making according to our business level, even though there are tens of specific situations of how to increase those earnings, and would take a lot of time to explain every one, that definitely would impact our schedules, and would delay our daily, weekly and monthly goals.

Financial Substantiation:

In a meeting of ten people should be ten different opinions about the concept of financial freedom, some people enroll in Quixtar just to have new refrigerator or a new car, others are more progressive and set bigger goals, to become financially independent, and have a solid future, therefore, while something is small for somebody, the same thing is really big for somebody else.

It is not a surprise how the earnings of some IBOs, are directly related to the way they think, the way they dream, the way they perform, people that detest mediocrity, they persist and pay the price to reach incredible goals in their lives, at the same time others are lower thinkers and so happy with so little.

Is my believe that the greatest goal in life can only be reached by the greatest work, the bigger decisions are made by the bigger dreamers, those that add the vision with the action and plan ahead for better lifestyle. In my opinion the amount of somebody else's check does not determine the amount of y check. But any way, we never hide the amount of money that we are making as IBOs, and we assure that our prospects know how much money they can make at the same level.