

Bambi Kalwarovski
Independent Charter Distributor of Gold Canyon Candles

July 15, 2006

Dear Sir or Madam:

I am writing this letter to you today in regards to the proposed Business Opportunity Rule R511993. I am very concerned about the proposed rule in its present form and actually believe that it could be devastating to my direct selling business as an Independent Charter Distributor of the Gold Canyon Candle Company located in Chandler Arizona. I have the utmost respect for the FTC and am most respectful and grateful of the job that each of you do on a daily basis to protect the public, but I fear that if Rule R511993 goes into effect in its currently presented form that I may have to watch the direct selling business that I have worked so very hard to build over the past 4 years crumble before my eyes.

I would like to share with you a little about my direct selling journey with Gold Canyon Candle Company as an Independent Charter Distributor. I originally began with Gold Canyon Candle Company because I was in love with their exceptional product, but ultimately I choose this company because I was so impressed and touched by this company's integrity and their desire and commitment to give back to society through a wonderful program that they developed to help children in need. What started for me as an interest in Gold Canyon's products and their guiding principles has since changed my life. At that time in my life I had no idea what a career in direct selling was about to do for my family and my life.

In the fall of 2002 my beloved grandmother had become very ill and I had to leave my full time position as a counselor to become her primary caregiver ~ something that is becoming increasingly present in today's society. My full time counselor position could not allow me the flexibility for me to provide her with the care that she needed, but my direct selling business with Gold Canyon could. Through direct selling I was able to earn enough money to stay at home with my grandmother and also be able to schedule my business around her needs. I am most thankful that direct selling allowed me that opportunity to care for my grandmother during those last 36 months of her time here. After my grandmother passed I did not return to my full time position outside of my home, but instead decide to fully pursue my career in direct selling and I must say I have been blessed with the results of my efforts. I have been able to be far more active in the lives of my three beautiful children, I have put my oldest son through college, I have met some of the most incredible people, I have been able to contribute each year to our local food bank, and finally at age 40 I will be closing on my very first house. All of this as a direct result of my career in direct selling. I truly feel as though I am living the American dream.

Then I learned about the new proposed Business Opportunity Rule R511933 and upon studying it I was left confused and saddened as to many of the sections of the rule such as the seven-day waiting period to enroll for new Demonstrators. The cost of Gold Canyon's sales kit is only \$175.00 and it includes approximately \$130.00 in business supplies plus over \$165 worth of actual full size product for display at parties ~ which could easily be used or sold if at some point the Demonstrator decided that this opportunity was not for them. It makes me feel very good that the company that I am associated with offers such a great opportunity for such a low investment ~ so I am confused as to why someone would need to wait seven days before they could purchase a sales kit for so little of an investment.

I also was quite concerned about the call for the release of any information regarding lawsuits and the requirement for the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I must say that if a prospective new Demonstrator was to ask that information of me, I would not have a problem researching that information and providing it to them. However when you look at the cumulative sections of the proposed rule which would make these things a mandatory part of my business I cannot help but feel like instead of sharing the wonderful opportunity that Gold Canyon Candle Company provides, I would instead be giving the potential new Demonstrators the impression that I was offering them something that was not on "the up and up" thus instilling doubt that there may be reason to believe that there was something wrong with my company. I do not think that that is fair to anyone.

Gold Canyon Candle Company is a highly ethical company who gives back to the community and has helped many like me to live the American dream. I personally mirror Gold Canyon's ethics in all of my business practices and believe that is why I have such a wonderful repeat customer base and an exceptional team of Demonstrators that I provide leadership to ~ many of whom I have personally had the pleasure of witnessing the wonderful things that direct selling has brought into their lives as well.

I am excited to be a part of the dynamic direct selling field and I am thrilled that it lends itself to so many choices ~ The choice to work 10 hours a week and supplement one's income, the choice to make it one's career and allow for the financial security of one's family or in my case the choice to be by my ailing grandmother's side at a time when she needed me most. So for all those reasons and many more I sincerely hope that the FTC will carefully examine the proposed new rule so that it is reasonable and in proportion to those who it is applied upon. I am confident that the FTC will do it's very best to ensure that there are no unintended consequences that may ruin many honest companies and individuals direct selling businesses.

Thank you so very much for taking the time to read my comments.

Most Respectfully,

Bambi Kalwarovski
Independent Charter Distributor of Gold Canyon Candles