

I have been an independent business owner associated with Quixtar.com since it's kick off in 1999. In this business model, I have been exposed to sound business practices and personal development that have allowed me to grow as a business person. The flexibility associated with this business has allowed me to start a new business venture while fitting in and around my current lifestyle.

When I registered in this business, I was provided a variety of materials in order to make an informed decision. The start up costs were reasonable, and I was able to decide when and where to invest additional money into my business.

When I work with prospective business owners, I provide multiple sources of information, including brochures, CDs or tapes, and books so that they may also make an informed decision. I advise them to do their due diligence. Throughout this process, I advise that this is a real business, that real work is required, that we work as a team to capitalize on our strengths, and that it will take time to develop a significant income. It is a falacy to believe there is such a thing as an overnight success, or getting something for nothing.

When new business owners sign up with me, the cost is typically in the \$130 to \$200 range, and includes the annual registration fee (which is about the cost of an annual Costco membership provides access to the company and website) and a packet of products that they choose. Since this is business, money is made through the movement of goods and services as opposed to an exorbitant start up fee. I make sure they know the importance of moving goods in a business, as well as our 100% money back guarantee.

I feel that imposing a 7 day waiting period is unreasonable. Currently it is the individual's right to decide when and if they choose to sign up in this business. Sometimes that is right away, but more often it is days, weeks and sometimes months. If a potential business owner requires additional information or time, a required waiting period would provide no benefit to them. In fact, since the primary source of information comes from the existing business owner and the company, this 7 day policy would fail to provide any additional information to assist them in their decision making process.

I believe that a legislated waiting would bog down my business, and prevent me from providing timely follow up and meeting individual timetables and needs. I value being able to provide individualized attention and building strong relationships with members of our business team, and the imposition of a law could be a barrier to this process.

As far as requiring the provision of references, I see little point in it. First of all, as an independent business owner, what does any other person's success have to do with their own success? I know people who work for IBM. Some are successful. Some make very little money. Some are on the fast track, and some are disgruntled. What does that say about IBM? Very little. Success in America is more often predicated on the individual's desire or need than on any other person's track record. Additionally, there is the likelihood that a prospect would feel their chance of success would be with the more

successful reference, seriously impacting those with a business but little or no track record as yet. When I add someone on to my business team, I make it a point for them to meet others on the team beforehand so that they can see the caliber of people they are working with. Some of the team members have yet to reach their financial goals, and yet are people of character, integrity and vision. It's important for them to see the synergy and focus of the team, and so in a sense they are getting references, ones that apply directly to them.

We currently use documents which outline income which have been reviewed by both the corporation and the FTC. Providing personal income substantiation would be a hardship and be unreasonable. Additionally, most people are unaware of the tax benefits of business ownership and can easily misinterpret individual profit and loss and financial statements. I prefer to rely on published corporate figures and the Federal Trade Commission's content reviewed materials.

Thank you for allowing me to comment.

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