

I have been an IBO powered by Quixtar for just under 6 years now. I started my business when I was 18 years old and have since been able at 23 yrs old to create an income thru our business that has enabled both my wife and myself to trim back to part-time jobs. The neat thing is that I was able to put this together while working initially a full-time job, and while being a full-time college student. I can expand my business thru the course of my daily activities. What else provides you with that chance? In addition to the financial success we have been able to acquire, I've become more confident as a person, developed a sharper business mind, been able to spend more time with my family and hence strengthen those relationships, and met my best friends thru this "opportunity". All I had to do to is cut out bad spending habits and a few hobbies and it freed up the cash and the time to support my business. If I can support and build this business as a high school student, who can't? When I was introduced to this business plan, one word sticks out in my mind. That word is "OPPORTUNITY"! I was never once told that this was a business "guarantee" nor have I ever heard America described as the "land of guarantee". No, it is the land of opportunity just like this is a business opportunity. I was given literature to make an informed decision as to whether I should pursue this or not. Me thinking that I could succeed with this opportunity is no greater a stretch then me thinking I could work a 9-5 job for the next 40 years and retire in financial bliss. In every endeavor, people succeed and people fail. Why? Because ambition varies and that is the nature of free-enterprise (ask any small business owner in America). When I introduce people to our business model we meet at least 3 different times face-to-face to discuss the facts, the plan, answer their questions, show them our website, and to discuss the literature information that they are given. If they have any concerns or any questions they have plenty of chances to express them. And to think, to get a new IBO registered in our business it costs about \$170.00 (\$90 of which is products they can use), about \$80 which is refundable. What other business can you start with such a minimal capital investment. I spent around \$170.00 to start a business that now pays me just under 2x what the average college graduate makes at their first job out of school (avg. \$28,000/yr.). People spend thousands on education, laptops, a new wardrobe, etc. to prepare them for other business ventures and/or jobs, but have no greater opportunity for success then what we provide. When somebody goes to Harvard University, leaves college \$100,000+ in debt and then gets laid-off from their job, does that make college a bad investment? Do these proposed rules apply to them as well?

#### Proposed Rules:

7 day waiting period- we provide a money-back guarantee and multiple pieces of information before they register. Is it required for a stock broker to give a prospective investor disclosures about how much money people have made when using their services and then from that date, do they have to wait 7 days before they can invest? This rule should not apply to opportunities that have a buy-back policy or money-back guarantee.

List of references- This rule invades people's privacy, would cause issues with do-not-call states, and gives your prospect the ability to register with someone else that they talk to on the list of references (not fair). Corporations are not required to give a list of 10 current employees before a new applicant accepts the job offer. Besides, we have informational seminars that a prospect can attend, where they have the chance to meet anywhere from 50-500 other IBOs and ask any question they desire.

Past Litigation List- I am an INDEPENDENT business owner. The actions of others should not effect my ability to build a business effectively, with honesty and integrity. Dishonest companies would just ignore this rule, while good companies would be opened up to more false accusations from disgruntled former IBOs. When someone starts a new job is that company required to provide a litigation list? No they are not and neither should we. An airline doesn't give you a litigation list before you fly with them, MacDonalds doesn't give you a litigation list before you eat with them, and a bank does not give you a litigation list before you bank with them. Lawsuits are a normal part of big business. Just ask Wal-Mart, which by the way, does not provide a litigation list to their customers or employees.

Income Disclosures: We provide disclosures such as the average monthly income for "active"

IBOs and the YTD income averages for different levels acquired in our business plan. A simple, standard, easy-to read disclose is substantial enough.

Personal Income Claims (Substantiation): People make income claims in everyday life. When your friend tells you that he is paid "x" amount, and you should come work for him because you can make that much too, does he have to show you his tax returns, 1099, and/or W-2s to substantiate such a claim. NO. People in sales have fluctuating incomes. One salesman may make \$30k/yr. where another may make \$500k/yr. Just because one person make millions doesn't mean you will. Just because one person won the lottery, doesn't mean when you buy a ticket you'll win. In business their is always risk. I think if someone doubts the income claim made by an individual, that person should be reported to the FTC and then the FTC can ask that person to provide income documentation to support his/her claims. Anytime an income claim is made, the person making the claim should be required to have documents supporting those claims if asked by state agencies or the FTC. When I share the business plan with prospects, I give them a range of income that the average IBO makes at that level. To provide "true documentation" would require people to provide personal information such as W-2s, 1099s, tax returns, etc. Would this be appropriate. Again, dishonest companies would continue to make false claims and not provide the disclosures so this rule would not solve the problem.