

Direct Selling was and remains a level playing field for anybody who gets involved. Direct selling is also about empowering the individual. I believe that BBB (Better Business Bureau), the FTC (Federal Trade Commissions), the DSA (Direct Selling Association), and other legitimate organizations have already done their homework before they accept any affiliation or post something on their Web Sites on a particular business (Direct Selling Industry). I will refer prospects to those credible sources to do their homework before they get started. If a business opportunity presentation makes sense to a prospect, if literature and other materials that can help the prospect make an educated decision are given, if money back is guaranteed if not satisfied, and if the prospect understands there is work involved and he/she is willing to work, a 7-day waiting period will penalize smart people from starting their own business, and also penalize legitimate businesses from expanding. When to get started should be up to the individual.

Every prospect is given the chance to meet with the team of people that are building the business. In fact, we encourage prospects to go to our seminar (functions) before they even get started to clear out any doubt, and see the big picture. So giving a list of names to prospects before they get started is redundant. As a matter of fact giving names, address and phone numbers of 10 other IBOs will infringe on the privacy of those IBOs.

As we know, many people out there make their living on filing frivolous lawsuits. Past litigations, lawsuits, false accusations, other legal claims do not determine the direction of businesses. Legitimate businesses always focus their energy on expansion: developing new products, new markets... Businesses that focus on past affairs do not progress. Putting a requirement on IBOs to give to every prospect a list of all lawsuits and other legal past affairs will not help business, but will rather create an environment for false accusations with the intent to stall business growth (since every prospect will be focusing on accusations). That will cause the competition to catch up with you, and dishonest companies to be on the same level of consideration with the legitimate ones.

Making disclosure for every income claim will be well satisfied by using the average gross income because in the direct selling industry, individuals do not perform the same. People should not be required to disclose their personal finances to individuals in any way shape of form except to the proper authorities.

The possibilities for personal growth that Direct Selling provide, often, if not always, determine the level of success of any individual in that industry. Being involved with Quixtar.com and BWW (Britt World Wide) for over 4 years now has made all the difference in my life. Because besides Quixtar.com and BWW, no other industry that I was involved before, and some that I am still involved with (like the JOB) had provided the kind of education, personal growth, and mentorship that bread success the way that BWW do. Those rules that I comment upon, although well intended, will not help create an environment for growth to the legitimate businesses. More the individual grows, more businesses grow, more independent the individual becomes, more our USA economy grows, better is life for the country that we all love.

Thank you

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