

To Whom It May Concern:

July 17, 2006

My name is Shane Gates. I am an independent representative with ACN, a telecom provider that has been in business for 14 years. I have been with ACN for 8.5 years and have built an organization in 18 countries with nearly 10,000 representatives.

Although I understand the concerns you may have regarding business opportunities, and agree that there must be guidelines to protect both consumers and independent representatives, I have major concerns that if implemented, your proposed plan would have a very negative impact upon me and the thousands of independent representatives in my team.

Take for example the 7 day waiting period. In this proposal, you suggest waiting 7 days before you can actually begin helping someone to build their new business. Currently our entire business model is centered on helping brand new people realize success quickly.

When someone chooses ACN as their opportunity, we sit down with them within 24 hours to train them exactly what to say in order to be successful. This prevents them from attempting to build their business blindly. We want our new independent representatives to win. That has been the secret to our success – taking someone by the hand immediately after they become a representative while their excitement is still high, and showing them exactly what to do. We fear your proposed plan would hurt the new person's chance of winning, which I know is not your intent.

Other areas that are of particular concern are publishing incomes and providing lists of distributors in a particular area. Again, this would negatively impact our business because not all representatives that live in a particular area are part of our specific team or follow the same specific plan. That would not give the correct representation of either the company or our team or our great opportunity.

As stated earlier, I understand that the motive behind these proposals is to protect both consumers and independent representatives. I wholeheartedly agree, but not at the cost of penalizing legitimate companies as ACN and many others. Your proposal would do just that, and I'm confident that it is not your purpose to penalize legitimate companies or individuals who sincerely want to work hard to have alternate streams of income.

Thank you for your consideration.

Sincerely,

Shane Gates  
Independent Representative  
ACN, Inc.