

### **My Personal Experience:**

My personal experience with Quixtar has been excellent. I have been an IBO for one year and eight months and enjoy the business opportunity that the organization is offering. The business has giving me the opportunity to create a business of my own with no hassle, a money back guarantee and enormous information.

### **The requirement of a seven-day waiting period:**

- My new business would be dramatically affected because people do not want to wait 7 days to get started in a business. I encourage prospects not to make a decision the first time I show them the business opportunity. The prospect is given 24 to 48 hours to consider this opportunity.
- This reduces my ability to increase sales because our income is based on a month to month basis and this shortens my sale days.
- It would hurt the momentum of the business and the excitement of getting started in a new Business.
- The new prospect is given a literature package that explains the business opportunity along with a CD from successful leaders already in the business. The Business Opportunity has a money back guarantee

### **The requirement to provide References:**

- If I am required to provide a reference list it would limit the growth of my business and my prospecting area if there are not IBO's within the area.
- The risk of losing my prospect.
- Giving out names has the potential to violate an individuals privacy rights. This would require more of the business owners time to verify this information instead of building my business.
- Prospects are invited to weekly Open meetings were they can get their questions answered by existing IBO. They can talk to other prospects about the business opportunity.

### **The requirements to provide a "Litigation list:"**

- The type of information is already available to everyone via the Worldwide Web, Better Business Bureau and D & B. This would be very costly and timely process for an individual IBO to provide and maintain.

### **The requirement for specific Earnings Disclosure:**

- I adhere to the guidelines of our Income potential as stated in the average Gross Income, SA-4400 and Literature pack information. It states at the bottom that the average monthly income is one hundred and fifteen dollars. I called reputable agencies when I started my business to get an unbiased opinion.

### **The requirement for Financial Substantiation:**

- If the prospect requests information I will provide it for them. This would be an invasion of my personal income, because each person is starting their own business and the SA-4400 shows the earning potential.