

(Submitted by T. C. (Pastor) - Massachusetts)

To Whom It May Concern:

We were shown the Amway Sales and Marketing Plan in the spring of 1995. It was purported to be a business handling goods and services through an integrated network of small home based businesses run by people whom we would recruit. My husband and I dropped many church and social activities to devote a considerable amount of time to this endeavor over the following four years. We soon became leaders in the Harteis organization in which we followed the business advice given us, explicitly. It was explained to us that the way in which money was made was by using the products and showing others how to use the products. We personally sponsored a dozen businesses and helped place in our group nearly one hundred in all. These individuals came from all walks of life, including doctors, nurses, lawyers, teachers, business owners, farmers, salesmen, millers and ministers. We traveled to the Midwest, Florida and New England. One of our growing groups was located over one hundred miles from our home and we visited and worked with them weekly. We invested substantial hours distributing products and promoting the system we were being taught. Although large quantities of products moved through our group and our group invested tens of thousands of dollars in tools from Harteis International (books, tapes and functions) on how to build a profitable business, and all the techniques that were recommended were promoted, neither we or anyone in our group made a dime in the enterprise.

The Schedule C forms enclosed from the years we operated our business show our own personal losses. No one we introduced to the business did any better, and some did substantially worse, than we did. It is our opinion that this business was substantially misrepresented and that the way we were taught to present and represent the business was flawed and fundamentally misleading.

It appears to us that the only profitable side of the business lies in the sale of tools (tapes, books, functions), which were not profitable to distributors at our level. We left the business in early 1999, deep in personal debt, and unable to continue. We have since sold our assets, farmland and home, and have moved from Pennsylvania to Massachusetts where my husband is presently a full time student at Gordon-Conwell Theological Seminary. We have watched several close, personal friends whose marriages have come close to collapse and livelihoods have been compromised because of this business. We regret involving them in the false and deceptive business practices of Harteis, International.

Sincerely,

T&S C.

(The Author of this "succeeded to the level of Silver Direct, doing at least \$15,000 in monthly product volume. The Schedule "C's attached for **X** years verify losses of \$**XX,XXX**)