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Details:

(FORM UPDATED: 08/11/2010)

**WISCONSIN STATE LEGISLATURE ...
PUBLIC HEARING - COMMITTEE RECORDS**

2007-08

(session year)

Senate

(Assembly, Senate or Joint)

**Committee on ... Labor, Elections and Urban
Affairs (SC-LEUA)**

COMMITTEE NOTICES ...

- Committee Reports ... **CR**
- Executive Sessions ... **ES**
- Public Hearings ... **PH**

INFORMATION COLLECTED BY COMMITTEE FOR AND AGAINST PROPOSAL

- Appointments ... **Appt** (w/Record of Comm. Proceedings)
- Clearinghouse Rules ... **CRule** (w/Record of Comm. Proceedings)
- Hearing Records ... bills and resolutions (w/Record of Comm. Proceedings)
(**ab** = Assembly Bill) (**ar** = Assembly Resolution) (**ajr** = Assembly Joint Resolution)
(**sb** = Senate Bill) (**sr** = Senate Resolution) (**sjr** = Senate Joint Resolution)
- Miscellaneous ... **Misc**

From: Laura Paprocki [mailto:lheinowski@gmail.com]
Sent: Saturday, March 31, 2007 7:36 PM
To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov
Cc: Trey Campbell
Subject: Oppose Senate Bill 80

Packet
→ Part 2

Dear Senators,

I vehemently oppose Senate Bill 80. PLEASE do not let it pass!! I congratulate the state on taking a stand against traveling van crews, but I urge you to exempt legitimate companies, like Southwestern.

I grew up in Milwaukee and went to college at the University of Wisconsin-Madison and majored in Civil and Environmental Engineering. During my fourth year summer, I decided to sell reference books for a company called Southwestern. Being an engineering student, it was a tough decision, since most of my colleagues were pursuing engineering internships, and there I was going to sell reference books door to door! **My decision to work with Southwestern proved to be one of the finest choices I made during college.** During my three month sales job, I was able to have an experience that taught me more than I would ever learn in a classroom. It was an experience that I felt I got so much out of that I continued to work with Southwestern for the next three summers.

My door to door sales experience provided immense growth of my interpersonal skills. A large part of success in sales requires good communication skills, integrity, a positive attitude, and motivation; nearly each day of my summers provided me with the opportunity to improve upon these skills. **The strict schedule and independent work environment, not only strengthened my decision making skills but also the ability to motivate myself.**

I found that even though I had been schooled in a very technical field - engineering, that there were elements besides technical expertise that make up a successful career. **It was my door to door summer job that taught me how to be disciplined enough to work without supervision which lead to a high level of integrity, self-determination, and strong will.**

It was in these three months each year that I continued to build my work ethic. It was my door to door job that allowed me to enter into the work force with such ease and success. Immediately after I graduated, I was accepted as an Environmental, Health, and Safety Manager at Rayovac's Corporate Headquarters in Madison WI. **The department director that hired me was more interested in my door to door sales job than any aspects of my technical degree.** Upon being hired, I was told that it was my skills that I acquired during my sales job that would be most beneficial. It was the discipline and integrity that I had practiced that allowed me to travel to facility world-wide and provide environmental support.

My experience with Southwestern and door to door sales also allowed me to earn enough money to be debt free after college AND to out right purchase my first car.

My Southwestern sales experience was invaluable to who I am and my ability to contribute to society in a positive fashion.

Not allowing student the choice to pursue a door to door sales job would eliminate the chance for them to have one of the most beneficial experiences available to college students.

Do not do away with a fantastic opportunity for these young adults!

Again, I strongly oppose Senate Bill 80 and I hope you will to!

Sincerely,
Laura Paprocki

313 Elmside Blvd. #2
Madison, WI 53704

From: LOREN JOHN GROESCHL [<mailto:groeschl@wisc.edu>]
Sent: Tuesday, March 27, 2007 3:47 PM
To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov
Subject: regarding senate bill 80

To Whom It May Concern regarding senate bill 80:

I am a college student who works with The Southwestern Company based out of Nashville, TN in my summers off of school. I am not an employee of the company, I am an independent contractor and am in business for myself selling Southwestern Company's product door to door. First of all, I can't explain to you how important this line of work has been to me and my life so far. My job has given me courage and skills that are unattainable in any other line of work. Attending UW Madison and hoping to get a degree in business, these skills already have put me on the right path to success.

This amendment would put a damper on many young adults like me who pride themselves on being salespeople. I guess you could call us a little old fashioned going door to door and all, but what we do is not wrong in any way shape or form. For me it is a way of income and personal growth as I'm trying to get through school. My line of work shows me a little glimpse of real world activity and success. I would be ashamed at my state of Wisconsin if they would revoke an opportunity like such as this away from other people. I hope you take this into consideration upon deciding this amendment.

Sincerely,
Loren Groeschl
groeschl@wisc.edu

From: Mark and Sylvia Wien [mailto:mwien@spacestar.net]
Sent: Saturday, March 24, 2007 7:06 AM
To: Sen.Lasee@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Coggs@legis.wisconsin.gov
Subject: Senate Bill 80

2007 Committee on Labor, Elections and Urban Affairs:

I respectfully request that you reconsider the wording of Senate Bill 80. While I support the intent of the bill – to keep "traveling sales crews" out of Wisconsin, I must oppose it because, as written, it will put an end to all sales and recruiting in Wisconsin for The Southwestern Company.

I believe The Southwestern Company has had a profound affect on my son, Jesse's, life as he has sold with them for the past 2 summers. Jesse is a hard-working young man just finishing his junior year at the University of Wisconsin-Madison in political science. Neither my husband or myself were able to get a college education and we are very proud of him for working so hard. This past year, Jesse has completely paid for his education, including his room and board, books and living expenses. That has been a great help to our household finances as his younger sister is now in college and we also have a high school senior. My husband is a skilled laborer and I work for the local school district. We are not wealthy people and we work hard for what we earn.

Jesse has learned a tremendous amount from selling with Southwestern. He has run his own business for 2 summer seasons and made a profit. He has learned excellent sales techniques which help him with his job during the school year, selling for a local business in Madison. He has learned responsibility, paying his bills on time. He has greatly improved his communication and people skills which has helped him with his classes at UW-Madison. He has learned excellent problem-solving skills as he has dealt with challenges, many of them as he has been on the other side of the country, far away from Mom and Dad. He has come to appreciate us, his parents, and the things that have been provided for him, like a home and everyday comforts. How many young people today need to learn these valuable lessons to make our world a better place?

Here are just a few of the reasons why this bill needs to be rewritten:

- The definition of a "traveling sales crew" is **vague**, so as to include all forms of selling that is not local (including SW student dealers).
- The bill **prohibits independent contractors**, rather defining sales people as employees. This is contrary to the direct selling business model the SW program is built upon. SW student dealers would no longer be able to voluntarily participate in the program and run their own business.
- The bill **prohibits "traveling sales crews" from purchasing goods or services solely from the "employer"** which would be SW.
- The application process to the Dept. of Workforce Development is purposefully **cumbersome and meticulous**. It is set up for no company or individual to want to go to so much trouble to apply. It also does not designate a time limit for approval, therefore students would not be able to start selling immediately.

I believe you are aware of the high cost of education and I'm sure the intent of this bill was not to make it even more difficult for young people to get a good education in Wisconsin. Wisconsin is known for it's high quality of education and I'm sure you want to make every opportunity available to our young people to get that education. Students who sell for Southwestern are learning valuable skills and developing positive character traits that will go with them the rest of their lives and make them better citizens. Please don't take this opportunity from them and reconsider the wording of Senate Bill 80.

Respectfully submitted,

**Sylvia Wien
433 Birchwood Avenue
Amery, WI 54001
715-268-7287
mwien@spacestar.net**

March 28th, 2007

Senator Spencer Coggs
Room 123 South
State Capitol
P.O. Box 7882
Madison, WI 53707-7882

Dear Senator Coggs,

As a concerned citizen of the state of Wisconsin, I am writing in response to Senate Bill 80. If this bill were passed, it would keep "traveling sales crews" out of the state of Wisconsin. I support the intent of this bill of keeping illegitimate company (such as traveling magazine crews) out of this state; however, the vague language of the bill would impact credible companies.

One of these legitimate companies that would be affected would be the Southwestern Company. I have been lucky enough to participate in this program for the last three years. This summer program had a large influence on who I am and the skills I have been able to obtain.

Through my participation in the program, I have been able to develop skills that will be of immense benefit to me in the future. By talking to over 3000 thousand families every summer, I have been able to gain communication skills that I could have never gotten in any classroom setting. I am currently a senior at UW - Madison and working with Southwestern helped me financially, as I pay for school myself. Unlike many of my peers, I did not have to take out any student loans this year.

Southwestern has also had an enormous impact on me on a personal level. The program itself can be very challenging through working long hours, being away from home, and doing something outside your comfort zone. By facing these challenges, I have gained an immense amount of self-confidence. Before doing this program, most people would have considered me to be a shy, quiet person. Now I am more outgoing and have no trouble talking with people I do not know.

The experiences I have had and the skills I have gained with Southwestern will stay with me the rest of my life. In its current form, the passage of Senate Bill 80 would prohibit other Wisconsin students from having this amazing opportunity. I urge you to consider changing the wording of this bill so other students may have the chance to experience the benefits of the Southwestern Company.

Sincerely,

Melissa M. DuBois

From: Melissa Terrill [mailto:melissamterill@gmail.com]
Sent: Thursday, March 29, 2007 7:29 PM
To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov
Subject: Senate Bill 80: Do not pass!

Dear Senator,

I am writing this letter to express my concerns about Senate Bill 80. I am concerned about the content of this bill because it will affect a company that I worked for during my college years. I am now working as an optometrist with Davis Duehr Dean and reside with my family in Madison, but I spent 6 summers in college and graduate school working for The Southwestern Company, which is a publishing company based in Nashville, TN. Southwestern recruits and works with college students through a summer work program that is done through direct recruits. The way the bill is presented it would adversely affect many college students who would have the opportunity to work with the Southwestern Company. I have great respect for this company so felt some attention needed to be brought to this issue, and I don't believe that it takes into account the difference in quality for companies that may fall under the "traveling sales" categories.

I have nothing but positive things to say about the company and its training program for college students. In fact, this past summer my husband and I were landlords for the group of students from Colorado this while they were selling in the Madison area. It was refreshing to see these students working so hard and they were always very professional.

I feel that my experience with Southwestern helped me become the person I am today. Through Southwestern I was able to develop many skills that helped me succeed throughout school and many that help me everyday as a doctor.

The first year I learned the basics of selling through an 80 hour training program in Nashville and then was allowed to be an independent contractor to run my own business. I always had excellent support from the company through other students in my group and the student managers. I relocated to a different state than my home state and lived with a host family and several other students who also worked with Southwestern. During the summer, each student is assigned to a particular area divided up by school districts and they work there all summer. We stayed in one area the entire summer and personally delivered each order to the families at the end of the summer. I was able to establish rapport among the families and school teachers of this area. Although the method used is door-to-door solicitation, every Southwestern dealer follows the law by applying for appropriate permits and wearing name badges for identification. The customer service department at the company is available for our customers that needed assistance.

Throughout my many summers with Southwestern, I did have many customers who would tell me stories of other magazine sales programs. Most would say that they were very unhappy with both the method of sales and the follow through with their purchase. Almost all of these customers would remark how professional I was and how they really appreciated what I did by giving them the chance to get a product that would really benefit their child. I have heard the same stories circulated about the tragic accident in Janesville back in 1999, but I can assure you Southwestern's program is much different.

We do work through door-to-door sales and this is why this bill concerns me, because it seems geared toward a different type of company than Southwestern, yet Southwestern will be adversely affected by it. I have had many friends who have had successful sales careers with Southwestern. It was a very positive experience for myself and many others and I would hate to see a bill like this pass that would limit the company to offer this wonderful opportunity to students in Wisconsin.

If you have any further questions please feel free to contact me. Thanks for your time.

Sincerely,

Melissa M. Terrill, OD
3405 Keswick Ct
Madison, WI 53719
608-825-3723 (work)

From: Mike Bartman [mailto:mike.bartman@usa.com]

Sent: Monday, April 02, 2007 10:43 AM

To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov

Subject: Senate Bill 80 concerns

Dear Senators,

I am writing you to offer some feedback on the Senate Bill 80. After graduating from the University of Wisconsin LaCrosse with a biology degree in 2000, I have reflected on all of the things that I have gained from the college education and experience. It is an honor and blessing to have received a bachelors degree in biology from UW LaCrosse; however, my fondest memories and most impactful experiences from my college years did not come directly from the University. It was my summers selling educational books and software door to door with the Southwestern Company that has had the most positive impact on me and my long term success.

As a biology major with aspirations of going to medical school, you may ask why I chose to spend my summers knocking on doors in another city, away from home and friends, developing sales skills and success principles. The Southwestern Company is so much more than a "fly by night" sales company where the primary objective is making some quick cash. They have a rich history starting in the mid 1800's of teaching college students the principles of success. These are timeless principles that apply not just to business, but to medicine, politics, engineering, fatherhood, and just about every area of life.

Learning how to face and overcome the fear of rejection is not something that I learned in organic chemistry, but it is a critical skill to learn and develop if one desires to succeed and live a fulfilling life. Maintaining a positive attitude and persisting in spite of adversity and failure was not taught to me by my professors, but has been critical in my success after college. Learning how to communicate and connect with people of different backgrounds and personality from myself was not a skill that I developed in the classroom, but it is a skill that I use daily and I learned it through the Southwestern Company's sales program. This short list of skills only brushes the surface of what I gained from the opportunity to participate in this summer sales program.

I am sad to think that if this bill is passed as written, future UW LaCrosse students would not have the opportunity to work in this program and be associated with such a high quality company early on in life. I no longer work with the Southwestern Company, but it was by far the most impactful, positive influence that I had in college and has put me on the fast track to mastering success principles.

Senators, please consider rewriting this bill so that The Southwestern Company is not unfairly associated with other direct sales companies that do not have a similarly successful 150 year track record. Please know that the Southwestern Company has truly changed my life and hundreds of thousands of other students lives for the better and that by passing this bill as it is written, many students would be robbed of this wonderful opportunity.

Thank you for considering my concerns.

Respectfully,

Mike Bartman
972-241-5279

From: mitchy mitch [mailto:m.travelgirl@gmail.com]
Sent: Sunday, April 01, 2007 10:44 AM
Subject: Bill 80

Wisconsin Senator,

Thank you for your commitment to making Wisconsin a great state. For the last year and a half, my husband and I have been traveling abroad. We've been to 35 countries throughout Europe, the Middle East, and Asia; more than ever, I am grateful for our rights as Americans. Certainly we have challenges, but we are comparatively very fortunate.

In the spirit of being an active participant in our legislative process, I am writing to encourage you to vote against the current form of Bill 80 that is under consideration in the Senate. In its current form, this bill is one-sided, and deteriorates several freedoms that are a foundation to our system of free enterprise in America. While I appreciate Bill 80's intent to protect the residents of Wisconsin, certain critical details are being overlooked.

While in college, I spent summers working for the Southwestern Company. Southwestern is a publishing company that sells educational products door to door throughout the US. A friend who had worked with them previously recruited me to the company. By the end of my first summer, I had earned enough money to finance my college education and the 'real life' training was more impactful than my previous three years of college.

After my first summer, the company offered me a position as a recruiter, and for the next two years I worked with students from UW-Madison and UW-Oshkosh. Many of the students were successful, and some were not... but in every case, they had the full support and backing of the company. I still have people I worked with during those years write to me (even some who quit half-way through the summer) talking about the training they received from the company and how that has aided them in their professional careers.

When I began interviewing for jobs out of college, I was afforded more interviews and more offers than any of my fellow classmates with the same education, but less life experience.

Bill 80's intention to protect students and residents from organizations that provide little training, and take advantage of young people, does need to be addressed; and while *not* prohibiting companies that *do* provide valuable training and support for their student staff.

In closing, I ask that you consider the motivation of Bill 80. If it is indeed to protect while not inhibit the freedom of the people of Wisconsin, then I would suggest considering again the language of the Bill so that it is clear to whom the law is and is not directed to. In its current form, Bill 80 would have prevented me from one of the most impactful experiences of my college years... and it will deny many other young people an incredibly valuable experience. Thank you for taking time to consider this letter, you have my sincerest appreciation for the work you do serving our State.

Best regards,

Michelle Plantenberg
Milwaukee, WI

From: Patrick Roach [mailto:proach@projectupgradellc.com]
Sent: Wednesday, April 04, 2007 1:13 PM
To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov
Subject: Wisconsin SB 80 and AB 208

Dear Senate Committee on Labor,

I wanted to respond to the proposed legislation about door-to-door businesses that recruit college age students. Having grown up in Clinton, WI (years 0-18), I consider it a great privilege in my life to have had the opportunity to sell door-to-door as a way to pay for my college education. The opportunities that were available for college students in southern WI basically amounted to manual wage jobs with little or no long term skill development. At that time, the college I attended was costing me \$20,000 per year for tuition and housing (Wheaton College '91-'95). For that very reason, it has become acceptable in today's society for people in their mid 30's and early 40's to still have school loan payments. Thankfully I had the chance to sell educational books and software with the Southwestern Company of Nashville, TN. The money I earned from 4 summers of selling was sufficient for me to pay for all of my college expenses without my parent's help, and the skills I developed while in that program serve me every day.

Granted, making the decision to go away from home, work long hours, on straight commission, in a vocation that scared me to death, while most of my friends stayed home and had a lot more fun than I did, was one of the most difficult decisions I have ever made. Living up to those standards was even harder. But after facing my fear, following the managers that were in place to help me, and digging deep within to keep going every day, a new person of character was being developed. I grew and matured more during the summers that I spent selling than I did during my time at the very expensive college I attended.

I realize that not all companies provide the same care and training for their students. I also realize that this is not a summer job that all college students are a fit for. But to write off an entire industry because of some that do it wrong is a terrible way to strangle the entrepreneurial system of America. It is ultimately up to the student and their parents to do their own research about a company and make their own conclusions. Parents and students should talk to alumni of the particular sales program, the Better Business Bureau, the university Career Services Dept, and other students that are currently in the company before deciding to participate. Many of these students are taking a risk in entrepreneurialism that every business owner in America is familiar with.

My entire extended family live in Wisconsin and I spend a great deal of time back home. I just wanted to voice the positive impact that one door-to-door company has had in the life of a long time Wisconsin resident. I know many other University of Wisconsin friends that have had a similar experience. There has to be a way to distinguish between the good companies and the bad without restricting free trade.

Patrick Roach
301 Grandview Ave
Glen Ellyn, IL

P.S. Please don't attack this industry because some would say it is an annoyance, think about the impact that might have on door-to-door campaigning for politicians.

Patrick Roach
Project Upgrade
www.projectupgradellc.com

March 23, 2007

Shaun M. Bartel
9319 12th Place
Kenosha, WI 53144
(262) 859-2793

Senator Alan Lasee
1st Senate District, Green Bay

Senator Lasee:

I would like to commend you on your efforts to ban traveling sales crews from operating in the state of Wisconsin. I agree that something must be done to regulate these sketchy operations of unreliable services and mistreated young adults. SB 80 is definitely a step in the right direction. However, as it stands, SB 80 will hurt legal, reputable and moral companies that have been in business for many years such as the Southwestern Company.

I graduated from the University of Wisconsin-Madison in 2002 with a degree in chemical engineering. While at Madison I had the astute pleasure of spending all four of my summers working as an *independent contractor* with the Southwestern Company, a publishing company based out of Nashville, TN. After graduation I was lucky enough to be invited to work with Southwestern as a sales manager, which I did for another four years. Working with Southwestern allowed me to finance 100% of my college education by *running my own business* selling educational books and software to families on a door-to-door basis. During those summers I had the opportunity of relocating to Arkansas, New Hampshire, North Carolina, Texas, California and Oklahoma. At the same time, students from those states had the pleasure of spending a summer in our wonderful state working in the same program. Before I knocked on my first door I received over 80 hours of professional training. I received over 500 hours of additional training throughout the remainder of my time with Southwestern which helped develop my managerial and public speaking skills. My parents supported me 100% when they discovered that Southwestern is a charter member in good standing of the Better Business Bureau since 1961, has been in business since 1868 and follows the Direct Selling Association Code of Ethics. Each summer I lived with another wonderful host family that took me in as one of their own all summer long. I opened a bank account in that town, bought permits where they were required and paid the sales tax to each state for all the merchandise I sold. Each summer I had pleasure of meeting 3000+ families from every kind of socio-economic background imaginable.

Senator Lasee, I'm sure you realize that my purpose in writing this letter is not to brag or make myself feel good about my accomplishments or incredible experiences with Southwestern. The purpose is to make sure you understand that *the Southwestern Company is not a traveling sales crew*. However SB 80 has labeled them as one due to the fact that *students run their own businesses*, which is paramount to experience it provides.

I no longer work with Southwestern. I gain nothing from stopping SB 80 besides peace of mind that an injustice will not be made against them, but more important, an injustice to every college student in the state of Wisconsin that will not have the same opportunity I had. I ask you to continue serving our state's best interest by not allowing SB 80 to pass through senate without the consideration of all the innocent parties it will hurt. Please feel free to contact me if you have any comments, questions or concerns.

Respectively yours,
Shaun M. Bartel

From: The Mangen's [mailto:peanuts@wi-net.com]
Sent: Tuesday, March 27, 2007 1:58 PM
To: Sen.Lasee@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Coggs@legis.wisconsin.gov
Subject: Consider views of Wisconsin Senate Bill 80

As a mother of seven children, I am always concern for their welfare and where they work.

The present reading of Wisconsin Senate Bill 80 has good intent to protect people from and young people in traveling sales crews.

However, please consider that the wording of the bill would prevent people (mainly college students) from earning money through such programs as Southwestern Company of Nashville, Tennessee, where they are independent contractors. Southwestern has built their success on up righteous business practices and demand that of their student dealers. The present wording would prevent my son, Justin Mangen, who was very successful in sales his first year of selling educational material last summer, from selling in Wisconsin. Not only did he have a successful year, which helped to pay towards his tuition to University of Wisconsin - Oshkosh, it gave him confidence. We, his family, was very impressed with his confidence and great attitude that he sports today. It is wasn't for Southwestern, that might not have happened.

Please consider letting companies like Southwestern to continue to operate in Wisconsin through their student dealers that work as an independent contractor through a direct selling business of educational materials.

These educational materials that they sell; we use in our own home most frequently. Please don't deny other families the privilege of such materials to help their children grow and learn.

Thank you,
Mary Ann Mangen

From: Tom Belli
Sent: Friday, March 30, 2007 4:36 PM
To: 'Sen.Coggs@legis.wisconsin.gov'
Cc: Trey Campbell
Subject: Senate Bill 80

Re: SB 80

Dear Senator Coggs:

Forty years ago I was an undergraduate at Harvard College in Cambridge, Massachusetts who needed tuition – my father was an educator without a lot of resources and with other children to educate.

I began working in Milwaukee selling books published by the Southwestern Company, a company with its headquarters in Nashville, TN. I sold dictionaries and other educational books door to door through a long, hot Father Groppi summer and not only earned enough to pay my tuition, but also learned about territory and time management, goal setting and sales management because I led a team of other Harvard students in subsequent summers.

After graduating, a number of us from the Harvard class of 1969 started a fundraising company which morphed into a company called Quality School Plan (QSP).

That company so far has helped enrich the education of millions of students by helping schools raise over \$4 billion (with a B) over the past 30 years.

After retiring from a 20+ year career as president of QSP I reentered the youth fundraising business with Southwestern, which has helped schools earn over \$600 million dollars. All of our management experience, and most of the fundraisers working with schools got their sales experience working for legitimate companies like Southwestern.

When fashioning **Senate Bill 80** please do not exclude legitimate sales people from working in Wisconsin. Southwestern has been in business for over 150 years and has helped tens of thousands of college students like myself and my team earn their tuition through legitimate sales – not fly-by-night magazine crew business.

Don't throw the baby out with the bathwater. Many students from Wisconsin colleges, and elsewhere, will be hurt by this legislation if it is not carefully crafted.

Please feel free to call me about our Book Division or about Great American Opportunities – a wholly owned subsidiary of Southwestern/Great American, Inc. My phone number is 615-391-2555.

My summers '66 – '68 with Southwestern were the most important and formative of my career and I beg you to separate the legitimate from the illegitimate sellers.

Sincerely,
Tom Belli, President
Great American Opportunities
2451 Atrium Way
Nashville, TN 37214
615-391-2603
www.gafundraising.com

From: tony kunkel [mailto:kunks21@yahoo.com]

Sent: Tuesday, March 20, 2007 8:33 PM

To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov

Subject: Wisconsin Senate Bill 80

To whom it may concern:

I grew up in southwest Wisconsin in a small rural town. One summer a college student came to our door and sat down with my parents, my siblings, and myself. He showed us some reference books that could help the whole family out with homework. I was too young to use them for myself at the time, but as I went through elementary and high school they became a great tool to help out with homework. In fact, 20 years after we purchased them, those books still sit on my dad's desk for a quick reference.

When I went on to college I was approached by a campus recruiter about a summer opportunity. After I went to that information meeting I was excited to know I was going to be selling a product which I actually used growing up. My first summer was very hard. After hours of training, I went out and faced very adverse challenges that a normal college student would never face. I learned how to deal with rejection, how to effectively communicate to adults, how to face challenges with adults, and how to run my own business. I ended up learning so much I came back four more summers. Each summer I was amazed on what I learned. Not too many people at the age of 22 years old have ran their own business, interviewed and recruited people, and help manage a 32 person organization comprised not only of entry level people but managers as well. Southwestern help me grow in so many ways that I don't think I would or could be working at such a prestigious Fortune 10 consulting firm if I never had that opportunity.

Door to door sales has become a dilemma for a lot of households. During the summer it seems like there's someone new at your door every week. I personally haven't experienced it since I don't own a house, but this is what is said by numerous households when I was selling. Families would sometimes be ready to shut the door when they saw that I was soliciting. However, as soon as I started talking about what I was selling, their ears opened up and almost everyone was supportive of me whether they bought the books or not. Since I lived in the area the whole summer I became part of that community and became a role model to many kids.

Southwestern has been around for so long that it's become a name people trust. I would have police stop me a few times a summer in new neighborhoods I would enter to see what I was selling. Once I said education books and showed them my permit, no questions were asked. Most of them check up to see if I was selling magazines. I think that is where everyone and especially this bill initiative assume at first when people see a college student soliciting; their first instinct is to think of magazines. I've ran into a few families that have been ripped off by the traveling salesman selling magazines. Trust is a big factor and having a permit along with such a great customer service website and number, I rarely ever have a family question if I would come back with their products. My summers have taught me the importance of trust and integrity that employers feel confident they can count on me.

Thank you for your consideration and I hope you take to heart what Southwestern really provides not only for a household but for a young adult. I would be devastated to hear that future Wisconsin students would not be able to gain the valuable work and life experience that I have gained.

Regards,
Tony Kunkel

From: Wesley Zolecki [mailto:wesleyzolecki@yahoo.com]
Sent: Tuesday, March 20, 2007 11:34 AM
To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov; Trey Campbell; PCC@quarles.com
Subject: Senate Bill 80 and the Southwestern Company

This letter is in response to the Wisconsin Senate Bill 80 that is currently under proposal. My name is Wes Zolecki, and I'm an alumni of the Southwestern Company in Nashville, TN. I attended Marquette University in Milwaukee, WI, have sold books for seven summers in seven different states in the U.S., including Wisconsin last summer, and also recruited students at Marquette and the University of Wisconsin-Milwaukee for two years to run their own business with this 155 year old company. I was extremely disturbed to hear of the possibility that students from Wisconsin might not be able to participate in this program or that the citizens of the state of Wisconsin would no longer be afforded the opportunity to purchase the highly valueable educational products which we provide them. As one of the top sales people in the company last summer in Wausau, WI, I witnessed and met countless families and teachers who had been satisfied with the products they had purchased in the past from our representatives, and hundreds more who were happy to provide their children with these resources.

The most disturbing thought for myself, however, is that other students from Wisconsin could be prohibited from a program that completely changed my life. As a student paying for 100% of my tuition at Marquette, there is no possible way I would have been able to afford my education without this program. Not only that, I would have had to take an extra class in Marketing because I wouldn't have received the credit I did, approved by the chairman of the Marketing department, without this program. I wouldn't have been able to meet 20,000 families from seven different states in the United States, or the seven families I lived with over the summers. I wouldn't have been able to travel to 26 countries with the money I earned, wouldn't have been able to positively affect the lives of the 11 students I personally recruited for the Southwestern Company, or been exposed to the success principles and motivational techniques that I learned in Nashville, TN at sales school, as well as other year round training sessions throughout the midwest. The biggest loss I would've suffered is not learning how to effectively and profitable run my own business, motivate myself, and set a positive example for the children of the families I met, as an independent, educated young adult.

Why do I feel that The Southwestern Company shouldn't be grouped together with fraudulent traveling sales crews? For one, I've operated with a sales permit in all of the towns where a permit was required, paying in upwards of \$250 to operate. Number two, I've payed federal income tax for the past seven summers on all of the profits I made from my sales of Southwestern products. And finally, the Southwestern Company is a 150 plus year old company that has a highly accomplished list of alumni, such as U.S. Governors, Representatives in Congress, and other successful people that got where they are today because of the principles they learned in our company. It belongs to the Better Business Bureau, the American Marketing Association, the Direct Sales Association, and most importantly, employs methods and conduct which are completely law abiding, low pressure, and respectful of all prospective customers. I would challenge any of the congresspeople who support this bill to send a staffer or even attend themselves, the one

week training session in the War Memorial in Nashville, TN, in May, to see just how amazing an opportunity this program is, as well as a first hand perspective of what it's nearly 3,000 independent contractors from all over the world are taught. Thank you for your time in reading my testimonial, and I believe after reviewing the testimonies of the other alumni from Wisconsin, most of whom I call dear friends, you will clearly understand that this company is not of the character of those which you are rightfully targeting.

Sincerely,

Wes Zolecki

Hello Senator Spencer Coggs.

I want to thank you in advance for taking a few moments to listen to my concerns regarding proposed 2007 Senate Bill 80. I realize that time is our most valuable commodity, so I promise not to waste any of yours.

Being a resident of Wisconsin (Winneconne) myself, I applaud your efforts to keep "traveling sales crews" out of Wisconsin.

However, as it is currently written, I ask that you **oppose this legislation**. Although I would like nothing more than to eliminate disreputable "fly-by-night" outfits, Senate Bill 80 would actually do more harm than good by adversely affecting legitimate direct selling companies and the families they are trying to help. One such company that would be unfairly affected by this legislation is the Southwestern Company.

Having been in business now for almost 140 years, it probably goes without saying that you don't stay in business that long unless they're doing something right.

The Southwestern Company is a company I had the privilege to work with while I was a student attending the University of Wisconsin-Oshkosh in the mid 90's. Entering my 3rd year, I had not only maintained a 4.0 GPA, but I was well on my way to graduating with a double major in Marketing and Finance, along with an emphasis in Entrepreneurship.

I tell you this not to pat myself on the back but rather to emphasize the point that although I was "succeeding" in class education, I couldn't escape the feeling that I still wasn't being adequately prepared for succeeding in the "real world." I always felt that I had the motivation and intelligence to go far in life, but as with many students I guess, I just lacked the direction, know-how and experience to really utilize or (to be more accurate) uncover my potential.

The other problem I found myself continually facing was being from a small Wisconsin town (as most are) and finding summer work that would help me pay for college. (My sophomore summer I was able to find work as a landscaper paying \$6/hour – having saved less than \$2000 upon returning to college).

I found my answer to both of these dilemmas

with the Southwestern Company. (I know that the term "life-changing" has become trite and overused, but "life-changing" is exactly the experience Southwestern has had on my life).

During my interview for summer employment with the Southwestern Company, I was shown exactly the products they sold – educational books that condensed several subjects into easy explanations for both students and parents. The need for this type of resource is very obvious.

Then the interviewer told me that I could make upwards of \$6000 during the summer if I was willing to work hard, study hard and be teachable. I knew I could. And for \$6000 in 3 months as a college student, I knew I would!

I came back from that summer with a check for \$14,770. But more importantly are the things I learned in the process – making a good first impression, talking with people, dealing with people, reading people, selling myself, selling a product, dealing with rejection, overcoming fears, persistence, maintaining a positive attitude, time management, etc. I could go on, but you probably get the point. These are things I'm sure you'd agree I could have never learned sitting behind a desk... or landscaping.

And the reasons for my successes and the reasons I came back year after year (for 4 years) are many, including:

(1) Although I was an independent contractor (which the current Senate Bill 80 prohibits) and in business *for* myself... I was never *by* myself. I lived with a Student Manager (a person with previous experience). I was also able to work with my Student Manager any time I wanted to learn from his skills or to hone my own.

(2) Having no previous sales experience, my Manager met with me several times per week prior to the summer to train & prepare me. Also, the Southwestern Company had an intense week long sales school that prepared me for any type of situation I could ever come across.

(3) I never had to misrepresent myself in any way. I had an ID badge so people could see who I was. I had a straight forward introduction so people knew what I was doing. And I had a customer service number that people could call to verify my identity and intentions. And it was through this trust I was able to actually

become part of the community I was working in. Everybody may not have been interested in what I had to offer. But everyone got to meet me, know me, like me and see me in their neighborhood over the course of 3 months.

(4) I really, really believed in the products.

I could go on, but again, I think you get the point. The Southwestern Company is NOT who you are trying to target with Senate Bill 80. But unfortunately (with vague terminology and specific articles present in Senate Bill 80), the Southwestern Company will be an unintended casualty. And that cannot be allowed to happen.

And it's not just the Southwestern Company who will suffer. The families in Wisconsin who enjoy and rely on Southwestern's educational books to help bridge the parent-student gap will also lose out.

However, the most important people affected by (and the biggest losers in) all of this will be the college students who no longer have the opportunity to gain some badly needed financial independence – and also be deprived of gaining some “real world” skills that are absolutely essential to thrive in today's very real world.

Again, I can appreciate the *intent* behind Senate Bill 80 to eliminate rogue magazine sellers, etc. But it's the negative end result that it will have on future Wisconsin families and students that I'm more concerned with at this time. And at this time, I feel that it should be your biggest concern as well.

Please reject Senate Bill 80... at least in its current form. At the very minimum, allow a provision or exemption for a company that's been in business for longer than 100 years. After all, it's not the business nor the business model that's the problem.

If you have any questions or would like to talk to me further about this, please feel free to contact me at any time.

In the meantime, thanks for listening and make it a great day!

To All of Our Successes,

Sean O'Neil
6991 Cross Road
Winneconne, WI 54986

From: Mike Schneider [mailto:mike@mikeschneiderband.com]
Sent: Thursday, April 05, 2007 8:49 PM
To: Sen.Lehman@legis.wisconsin.gov
Subject: Do Not Pass Senate Bill 80

Dear Sen. Lehman,

I am emailing you to ask that you vote against the bill that will prohibit students working for the Southwestern Company from selling books in the state of Wisconsin. Young people have far too much to gain from this program for it to be abolished.

As a host for two college students in the summer of 2006, I witnessed first-hand the lessons they were taught in hard work and determination, and how their efforts paid off. The system Southwestern taught them provided skill sets in the areas of accountability, responsibility, organization, and time management that a summer job flipping burgers or mopping floors simply would not have offered - not to mention that the financial incentive for hard work in the book field is far greater than that for the many other summer job opportunities available to college students. It's no wonder such reputable companies as Edward Jones highly favor alums of Southwestern when recruiting new candidates.

Please consider that by approving this bill, you will be denying Wisconsin college students a tremendous opportunity, you will be killing a 150 year old tradition, and you might just be stifling some of Wisconsin's most promising business men and women of the future.

Thank you for your time and consideration.

Sincerely,
Mike Schneider

From: Kevin Lenci [mailto:kmlenci@hotmail.com]

Sent: Wednesday, April 04, 2007 10:20 PM

To: sen.coggs@legis.wisconsin.gov; sen.wirch@legis.wisconsin.gov;
sen.lehman@legis.wisconsin.gov; sen.grothman@legis.wisconsin.gov;
sen.lasee@legis.wisconsin.gov

Subject: Letter to the Committee on Labor, Elections and Urban Affairs, re: Wisconsin Senate Bill 80-2007

To: 2007 Committee on Labor, Elections and Urban Affairs

From: Kevin M. Lenci

April 4, 2007

Dear Senators:

I am writing this letter to voice strong opposition to Wisconsin Senate Bill 80 – 2007 and ask you to do the same. This bill hinders legitimate business opportunities for people to work in the state of Wisconsin and if it had been in place when I had been in college, I may have not be where I am today.

During my time at Marquette University in the mid-nineties I was fortunate enough to come across the opportunity to work with the Southwestern Company, first as an independent contractor selling study guides for children and then as a student manager and assistant organizational leader over the course of four years. The skills I learned running my own business and managing others proved invaluable to gaining my position with Edward Jones Investments upon completing school at Marquette in 1999 and have led to further success in my position now with Chase Investment Services in Oak Creek. With more than four weeks of training combined before each summer I sold books door-to-door and the experience of meeting with more than 2000 different families, I was able to significantly grow my interpersonal, organizational and selling skills that I now use every day at my job as a financial advisor managing more than \$50 million for my clients. Besides what I learned, the money I made also helped me pay my way through Marquette.

The wording of the bill significantly restricts or bans legitimate businesses, such as the student dealers with the Southwestern Company to operate in the state of Wisconsin. If our state is really serious about educating its young people, what better real world experience than running your own business and meeting hundreds of people with the backing of a company more than 100 years old that has a proven business model. The friends that I made working with Southwestern have gone on to start their own companies, become upper level management within a few years of graduating from school and gone on to further education.

I understand the need to outlaw certain obviously harmful jobs, such as the traveling magazine groups. Southwestern dealers are carefully interviewed and trained and only work in the safest areas of a community. Southwestern dealers always work hard to establish themselves in the community. They are certainly not “traveling sales crews,” but under the terms of the bill they would be essentially outlawed from running their chosen line of business. I have one small child and another on the way, and if my children chose to work with a company like Southwestern and were serious about it, I would be their biggest supporter.

Please consider these above arguments and work to end this bill before we take opportunity away that is hard to replace.

Sincerely,

Kevin M. Lenci
130 N. 86th Street
Wauwatosa, WI 53226
414-807-5832

Brian Counselman
27 N. Mills St.
Apt. #3
Madison, WI 53715
(608) 438-9920

To Whom It May Concern:

I have had the privilege of working with the Southwestern Company for the past three years. I will be graduating this May with a Secondary Education degree in biology and natural science from the University of Wisconsin-Madison. I have had a number of valuable experiences during my years in college ranging from clubs, athletics and studying abroad, but none have been more influential in my day-to-day life than the lessons I've learned working with the Southwestern Company. I have come to learn and appreciate many of life's most valuable lessons such as the benefits of hard work, the value of dedication and commitment, and the irreplaceable worth of a positive attitude all through my years with Southwestern.

It goes without saying that on the surface selling books door-to-door for eighty hours a week seems neither glamorous nor particularly beneficial for an education major, but the truth is I can not think of a more valuable life experience for a college student. I have not only seen these benefits in myself, but have also had the privilege working with, managing and supporting numerous friends and fellow college students in the same endeavor for the past three years.

Looking back on my time with Southwestern I have quite an impressive list of initial benefits of the program including money, travel and friendships, but these were just the tip of the iceberg. In my three summers working with Southwestern I earned more than \$50,000, but I can honestly say that these monetary benefits of the program can't even come close in value to the life skills that I have taken away.

What I have always respected about Southwestern is that they aren't just working to help college students make money in the summer time. Southwestern Company is whole-heartedly in the business of shaping students into productive, energetic, inspiring, healthy and happy adults. During Southwestern functions I not only learned how to run my own business, manage my time and inspire fellow students, but more importantly I learned the value of making positive life choices, appreciating my family and friends, and even the joys and challenges of love and relationships. I have always left Southwestern functions, not only feeling more educated in sales and management, but also motivated, enthusiastic and thankful about life in general. I can't think of a single other company I could have worked with that would have been so invested in me as an individual, not just my sales productivity.

Currently I am student teaching in a seventh grade classroom in Madison and I am thankful every day for the preparation I received through Southwestern. It may not seem apparent at first, but the parallels of selling books door-to-door and working with young people is amazing. I am fully aware that I have much to learn in life as a twenty three year old, but I am unbelievably grateful that I have been able to directly confront and improve on many of the weaknesses I possess at such a young age. The things I have learned through Southwestern and now hold in such high regard are the very things I see many of my fellow teachers still struggling with later in life. I have worked with so many teachers that struggle to find the best in a situation, have difficulty managing their time and tasks, and have a hard time communicating effectively with staff, parents and students. These skills are at the core of nearly every profession, but it seems they are also skills that are all too often avoided and not directly confronted in people's lives. I am far from an expert educator, but I have seen first hand how a smile and positive outlook can immediately improve a difficult situation, how effectively using your time can alleviate many of life's stresses, and how simply being a caring and considerate listener can go a long way in making you an effective communicator.

My goals in life include being a son, brother and uncle that my family can be proud of, a teacher that can prepare students in science while inspiring them in life, as well as husband and father that can exhibit the same patience, compassion and love that I have received in my family. I had always hoped that I would find these things in life, but now I know it has little to do with hope at all. I am confident that I will achieve these things because when it comes down to it life is a matter of making a commitment to the things that are important to you and making the choices to achieve those goals. I am grateful every day that Southwestern has helped me realize that.

I realize that some forms of direct sales are not managed with the same values, consideration and personal involvement as the Southwestern Company, but I truly think it would be unjust to deprive future generations of young adults the opportunity to improve and inspire themselves and others through Southwestern's summer internship. I thank you for your consideration of this letter in the evaluation of *Wisconsin Senate Bill 80 - 2007*.

Sincerely Yours,

Brian D. Counselman

From: Rhett Fugman [<mailto:rifugman@hotmail.com>]
Sent: Friday, April 06, 2007 10:29 AM
To: Sen.Coggs@legis.wisconsin.gov; Sen.Wirch@legis.wisconsin.gov;
Sen.Lehman@legis.wisconsin.gov; Sen.Grothman@legis.wisconsin.gov;
Sen.Lasee@legis.wisconsin.gov
Subject: Senate Bill 80

Dear Senators,

My name is Rhett Fugman and I am writing to express my thoughts about the proposed Senate Bill 80. I am a Racine County resident and a Southwestern alumni. I have been a City of Glendale Police Officer since January 2000.

I am currently assigned to third shift and I am a Field Training Officer.

Both of my brothers are also worked with Southwestern. I worked with Southwestern during the summer of 1996. It is hard to put into words how much that experience helped me become who I am today. Knocking door to door and talking to people you don't know is not an easy thing to do, and to say it builds "character" is putting it lightly. I, myself am not the talker that my older brother is. Southwestern helped me overcome some of my public speaking fears during the week long sales school in Nashville. Two fellow students and I then went to sell in an unfamiliar town and lived with a local family that took us in. Just choosing to do this job at the age of 18 made me and my family proud and of course nervous. It takes initiative and ambition to make a decision like this as a young adult. The responsibility I learned was unbelievable. I had to keep track of my sales records and finances because I was the independent dealer that purchased my books from Southwestern. You soon learn the value of hard work when you are an independent contractor because it is a major factor in how successful your summer is financially.

I use the values and work ethic this experience gave me everyday as a Police Officer, Husband, and a father. In reviewing the Senate Bill 80, it appears that Southwestern would be "clumped" in with the title "Traveling Sales Crews". I understand the concerns with the rogue magazine sellers that are here one day and gone tomorrow. I myself was once "ripped off" by someone selling magazines. Southwestern is nothing like that. We stay in an area for the summer and pay rent for a room within a family home or find a small apartment for the summer. We open local bank accounts for our finances. Southwestern dealers DO NOT sell an item and leave town the next day.

Southwestern is a good company to work with. They teach college students how to do the job safe and ethically. Students where photo ID's containing information on the dealer and wholesale supplier. Students obtain solicitation permits when required. Students are taught a quick and straightforward sales approach. Within 30 seconds the resident knows what we are doing. There are no games. That explains why Southwestern has been a Charter Member in good standing with the BBB since 1961.

I am a father of three beautiful children. If they want to work with the Southwestern Company when they go to college I would have no problem with them doing so. I would be nervous as all parents because it is a hard job, but I would be VERY proud. As a Police Officer For the past 7 years I feel I have a good judge of character. I have seen scams and arrested many dishonest people. A legitimate company like Southwestern should not be put in the same category as these dishonest and/or questionable "Traveling Sales Crews". In doing so, thousands of college students in Wisconsin would not have the opportunity to experience, learn, and grow as a young adult that I and many others have. I think the language in the Senate Bill 80 bill should be more specific, in a way that allows the Southwestern Company to continue business as usual. Southwestern is not the problem.

Feel free to contact me via email or by my home phone 262-752-1737. Senator Lehman, as a Caledonia resident (Racine County), I already contacted your office by phone and left a message with a staff member about 2 weeks ago requesting to speak with you about the bill. Please feel free to call. Thank you for your time.

Sincerely,

Rhett Fugman

From: yaelco@aol.com [mailto:yaelco@aol.com]
Sent: Monday, April 09, 2007 12:15 AM
To: Trey Campbell
Subject: sample of letters I sent out last week to WI

Re: Senate Bill 80, from a mom

Dear Senator/Representative _____,

As a over-protective mom of two, I was concerned when my 18 year old son first called in 2002 to tell me about his door-to-door internship selling books with the Southwestern Company. Conversations with parents of former/current company interns, along with extensive research, initially reassured me on both safety and pay issues. After watching my son, along with hundreds of other Southwestern students I have met over the last five years he has sold books door-to-door in Wisconsin (last summer), California, Indiana, and Texas, I have nothing but wonderful things to say about this particular company. **I certainly hope that you will not be throwing out an amazing and safe opportunity for our young people in an effort to rid the state of those which are clearly irresponsible.**

Safety is a huge issue for all of our young people and it is a tragedy when one of them dies for any reason. However, although I prayed for their physical, mental, and emotional safety, I did let my kids cross the street, attend high school, date, drive cars, go off to college, and even study/travel overseas. And, yes, after ample research, including verifying that safety is well-addressed at their annual sales school, I signed for my son to act as an independent contractor and sell books with Southwestern Company. Ironically, our closest brush with death came with my daughter who did not sell books; it followed her freshman year full of terror attacks, anthrax, and snipers while at college in Washington D.C. Despite her caution, she sustained injuries inflicted a careless adult driver who careened toward her in a peaceful suburb.

As an intern with the Southwestern Company, my son developed an excellent work ethic and helped pay for college and subsequent bills. While some of my kids' peers enjoyed temporary jobs or easy summers of partying, my son learned to set goals and maintain a positive attitude even in the face of challenges. He developed strong communication skills as he talked with thousands of lovely families who were impressed with his professionalism and friendliness; I know it for a fact as I got phone calls from some of them! With company support, he received on-the-job management training while running his own business, began to take full responsibility for his outcomes, and had real experience to list on his resume -- all while selling a quality product which I, myself, use with the students I teach. Could any parent ask for more?

Enact a law which make it onerous to recruit independent contractor/interns or for honest young adults to engage in door-to-door sales because of the dishonest and unsafe practices of a few? **Wrong decision!** Instead, encourage those you represent to educate their children and to research any company/internship/group a young person wishes to join, and insist on mandatory safety training by ALL companies who employ young persons. Ban minors from engaging in door-to-door sales? Sounds good. **But this is clearly not the intent of Senate Bill 80. I encourage you to vote it down!**

Sincerely,

Yael Cohen
4800 Osage Dr. #30,
Boulder, CO 80303
303 444-3393 (h); 202 491-8297 (c)

To Whom This May Concern:

My name is Ryan Pfister. I am writing to you gentleman in regards to Senate Bill 80.

I worked for The Southwestern Company in the summers of 2003 and 2004.

I also recruited for them during the school year of 2003-2004. I wanted to express the life lessons, work ethic, and sales skills I learned while being part of something that was greater than myself.

I know the perceptions of door-to-door salespersons are not very credible, but not letting future college students have the opportunity I did would be a large mistake.

As a salesman for Southwestern, I separated myself from other college students by showing I am not against relocation, I have the ability to work harder than anyone else I am up against, and I can handle rejection by thinking on a positive level.

I like to be able to compare situations to sports, and the closest thing I can come up with for this situation is how people view Robert Montgomery Knight. He is obviously one of the most successful and well-known head men's basketball coaches in collegiate history. He has won multiple national championships, has the record for all-time wins, and has produced many NBA starts.

The knock on Knight, somewhat parallel to the door-to-door salesmen which Bill 80 is intended, is that he acts volatile towards his players, harasses the referees, and talks down to the media.

What people may not know about him, which is obviously Southwestern in this analogy, is that he graduates nearly 100% of his players; which in this day and age is almost unheard of. Something else as nearly astounding is that the schools he coached for were never charged with NCAA violations, much less any investigations. Also, anyone that has ever played for him speaks very highly of how he changes boys into men.

Hopefully that analogy made sense, because I believe what you are trying to do with The Southwestern Company is lump them into a group they shouldn't belong. If I had not sold books door-to-door for two summers, I wouldn't be close to the person I am today. In truth, I wouldn't be with the woman I am with either. I got my first job at one of the most well-known companies in the Fox River Valley. One of the reasons I was offered this job was because they saw I worked for The Southwestern Company. Bottom line, my girlfriend and I met at work, and we are still together today in a house we bought together.

My stance is this: I am letting you know that I am opposed to Senate Bill 80 as it stands because it hurts the credible companies and well-intentioned college students who work hard not only to earn a Bachelor's degree from their respective institution, but also gain life skills from Southwestern University, even if it is coached by Bobby Knight.

From: Jackie JohaneK [mailto:jjohaneK@hotmail.com]

Sent: Saturday, April 07, 2007 2:41 PM

To: Rep.Moulton@Legis.Wisconsin.gov; Rep.Murtha@Legis.wisconsin.gov;

Rep.Townsend@Legis.wisconsin.gov; Rep.Ballweg@Legis.wisconsin.gov;

Rep.Fields@Legis.wisconsin.gov; Rep.Hilgenberg@Legis.wisconsin.gov;

Rep.Hebl@Legis.wisconsin.gov; Rep.Soletski@Legis.wisconsin.gov

Cc: Trey Campbell; jjohaneK@hotmail.com

Subject: AB 208

Dear Wisconsin Representatives,

My name is Jaclyn Sullivan, originally from Whitelaw, WI, and I am writing regarding my concern about the bill, AB 208, in review in the Assembly Committee. The bill looks to prohibit door to door sales in the state of WI. The reason that this bill causes me concern is because one of the greatest things I have ever done was sell educational books door to door with The Southwestern Company.

I was recruited while I was a sophomore in college and I sold books and recruited fellow students for 4 summers through college and following my graduation. It was one of the best jobs I ever could have done to teach me motivational skills, work ethic, determination and how to have a positive attitude. It was definitely hard work, but it made me a better person and many of the skills I developed while selling books door to door I utilize today as a physical therapist.

I am familiar with the van accident that occurred a few years ago in Janesville and I think it was very tragic. I also think that it would be a tragedy to not allow any young people to work for even legitimate direct sales companies which would be the case if this bill is passed. We had professional training before heading out to our territory, we obtained a sales permit from the areas in which we worked and we stayed in one area the whole time we were working versus moving around to many areas in one summer.

It worries me that by trying to deter "sales crews" like the group that was involved in the van accident, the state of Wisconsin will no longer allow the opportunity for college students to work a summer job like I was able to do with The Southwestern Company. The students that I worked with in the 4 summers I was involved went on to be successful in a variety of careers such as nursing, real estate, financial planning, sales, engineering and so many more. State governors have sold books door to door, successful business men and doctors have sold books door to door with The Southwestern Company. Not every door to door sales company works with sales crews like the one we hear about most because of the Janesville accident. I don't think that it would be right to limit and prohibit all companies because of the tragic mistake of one. I urge you to vote against AB 208. I have since moved from Wisconsin to South Dakota, but the possible outcome of this bill concerned me enough to tell you my story. Please listen to the individuals who have actually been involved in direct sales jobs when they voice their concerns about this bill. Tragic accidents happen all of the time, unfortunately, and the people in that van just happened to be selling magazines door to door. Please don't take away opportunities from young people that can help them become better, more successful people. Please, do not pass AB 208.

Thank-you for your consideration in this matter.

Sincerely,

Jaclyn (JohaneK) Sullivan

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