

year, your fee will be less. That is just a basic contract theory. But what you have done in the bill, or what Arlene correctly has done, has enlarged the rights that a consumer has to get out of a contract. I don't have any problem with that, but I think what you are doing is unnecessary...by the bill is unnecessarily interfering with the right to contract for both parties on the duration issue, which directly relates to the fee that is charged.

SENATOR WEHRBEIN: Okay. But still the problem is the consumer isn't building any equity like he might in a normal contract, right?

SENATOR ASHFORD: Well, in a way...you don't buy stock. This contract is not stock.

SENATOR WEHRBEIN: So, I am saying you are not building equity, you may be building sweat equity.

SENATOR ASHFORD: Well, you might be building equity (interruption)...

SENATOR WEHRBEIN: But you are not.

SENATOR ASHFORD: ...that if you get a good deal and you pay less getting in initially, or if you sign a longer term contract, you, in a sense, are getting equity because you are paying less than the other members are paying.

SENATOR WEHRBEIN: Except that if something goes wrong, there is nothing left because all you'll have really attained was "body development," let's say.

SENATOR ASHFORD: Well, if it goes wrong...well, we can't stop someone from going out of business. I mean, that happens in every business. So...

SENATOR WEHRBEIN: But that is where the problem lies, as I would see it, based on the complaints that I have read here.

SENATOR ASHFORD: Exactly, and I am saying Section 17 has nothing to do with that, nothing.

SENATOR WEHRBEIN: Okay. I was going to oppose your amendment, I think, until I get more of a grasp of...I think I understand