

PROHIBITED SOLICITATION PRACTICES

(Extracted from Army Regulation 210-7, Commercial Solicitation on Army Installations)

1. Solicitation during enlistment or induction processing or during basic combat training, and within the first half of the one station unit training cycle.
2. Solicitation of “mass”, group or “captive” audiences.
3. Making appointments with or soliciting of military personnel who are in an “on-duty” status.
4. Soliciting without an appointment in areas used for housing or processing transient personnel, or soliciting in barracks used as quarters.
5. Use of official identification cards by retired or Reserve members of the Armed Forces to gain access to military installations to solicit.
6. Offering of false, unfair, improper or deceptive inducements to purchase or trade.
7. Offering rebates to promote transaction or to eliminate competition. (Credit union interest refunds to borrowers are not considered a prohibited rebate).
8. Use of any manipulative, deceptive, or fraudulent device, scheme or artifice, including misleading advertising and sales literature.
9. An oral or written representations which suggest or appear that the Department of the Army sponsors or endorses the company or its agents, or the goods, services, and commodities offered for sale.
10. Commercial solicitation by an active duty member of the Armed Forces of another member who is junior in rank or grade, at any time, on or off the military installation
(AR 600-50).
11. Entry into any unauthorized or restricted area.

12. Assignment of desk space for interviews, except for specific, prearranged appointments. During appointments, the agent must not display desk or other signs announcing the name of the company or product affiliation.

13. Use of the "Daily Bulletin" or any other notice, official or unofficial, announcing the presence of an agent and his availability.

14. Distribution of literature other than to the person being interviewed.

15. Wearing of nametags that include the name of the company or product that the agent represents.

16. Offering of financial benefit or other valuable or desirable favors to military or civilian personnel to help or encourage sales, transactions. This does not include advertising material for prospective purchasers (such as pens, pencils, wallets, and notebooks, normally with a value of \$1.00 or less).

17. Use of any portion of installation facilities, to include quarters, as a showroom or store for the sale of goods or services, except as specifically authorized by regulations governing the operations of exchanges, commissaries, nonappropriated fund instrumentalities, and private organizations. This is not intended to preclude normal home enterprises, providing State and local laws are complied with.

18. Advertisements citing addresses or telephone numbers of commercial sales activities conducted on the installation.

g. *Business reply system.* Agents who desire to use a business reply card system will include the information on the card which a military member can complete to indicate where and when the member can meet the agent to discuss the subject. The meeting place should be that established in accordance with b(2), above, if the meeting is to be on the installation. This procedure should assist in removing any impression that the agent or his company is approved by the Department of the Army. It should further prevent an undesirable situation (e.g., military personnel paged on a public address system or called by a unit runner to report to the orderly room).