

- DSA members traveled to Albany, New York to advocate for direct sellers' continued classification as independent contractors.

- DSA spent a day in Sacramento, California thanking legislators and stakeholders for the direct seller exemption in AB 5 last year and reaffirming the commitment to protecting the language.



- Kentucky passes legislation which defines direct sellers as independent contractors under all state labor statutes.

- DSA launches a COVID-19 advocacy resource page which provides companies with up to date government orders in states including shelter in place, stay at home and essential business designations.



- Salesforce members and DSA participated in a virtual Women's Entrepreneurship Roundtable with United States Congressman Van Taylor (R-TX)



JAN



FEB

- Direct selling was mentioned as an accessible path to entrepreneurship in the Congressional Black Caucus Institute 21st Century Council Report.

MAR



APR

- DSA sent a letter to congressional leaders urging more relief for direct sellers in the next stimulus legislation.
- Virtual town halls were held with DSA members and Senator Kyrsten Sinema (D-AZ), Senator Martha McSally (R-AZ), Rep. John Curtis (R-UT), and Rep. Ben McAdams (D-UT)

MAY



JUN

- Bi-partisan members of the Congressional Direct Selling Caucus sent a letter to leadership in the House and Senate requesting relief for direct sellers in the next stimulus package

- BBB National Programs' Direct Selling Self-Regulatory Council (DSSRC), in partnership with the Direct Selling Association (DSA), releases new Guidance on Earnings Claims.



JUL



- Consistent with advocacy by DSA, the regulation interpreting the Executive Order issued by the Commerce Department related to WeChat only prohibits use of the app within the United States.

AUG

- A Presidential Executive Order prohibits the use of WeChat by U.S.-based companies. It could ban WeChat all over the world for direct selling companies.

- Virtual Direct Selling Day on Capitol Hill was held—salesforce members and executives from 33 states met with over 100 Members of Congress to share their stories and advocate for protection of the business model.

SEP



OCT

- DSA files an amicus brief in the United States Supreme Court with the U.S. Chamber of Commerce and National Retail Federation challenging expanded authority by the Federal Trade Commission

- Pennsylvania becomes the 26th state to have anti-pyramid legislation consistent with the Council of State Governments model signed into law.

NOV

- The Legal and Regulatory Seminar was held virtually featuring officials from across a spectrum of the government that addressed more than 200 virtual attendees. The keynote speaker was Commissioner Noah Phillips of the Federal Trade Commission.

- Internal Revenue Service works with DSA to ensure duplicate reporting process for direct sellers is eliminated for 2021 filing.

DEC

- DSA works to prevent language that would give the FTC expanded authorities in a year end omnibus bill

- DSA files comments in response to a Notice of Proposed Rulemaking by the United States Department of Labor relating to independent contractor status under the Fair Labor Standards Act.