

# 2021

YEAR IN REVIEW



## BY THE NUMBERS

120

Meetings with  
Congressional  
Offices

5

New Members  
of the  
Congressional  
Direct Selling  
Caucus

3

Townhalls  
& Women's  
Entrepreneurship  
Roundtables  
with Members  
of Congress

1,038

Letters Sent to  
United States  
Senators on  
the PRO Act

4

Meetings with  
FTC  
Commissioners  
& Senior Staff

1,906

State Bills  
Reviewed for  
Relevance to  
Direct Sellers

8

Liaison Meetings  
Attended with  
State Attorneys  
General,  
Legislators  
& Partners

## ACCOMPLISHMENTS

- **Supported legislation in Alabama** that would clearly define pyramid schemes and legitimate direct selling companies
- **Worked to remove a provision** from the Build Back Better bill that would have imposed the ABC test in federal law
- **Worked with the Washington Attorney General's office** to prevent introduction of legislation that would negatively impact business in the state.
- **Opposed a provision** included in a discussion draft of an Unemployment Insurance Overhaul bill that would have imposed all states to impose the restrictive ABC test for independent contractors. The language was removed upon introduction of the bill
- **Coordinated with Reps. Tim Walberg (R-MI) and Henry Cuellar (D-TX)** to introduce the "Preserving Direct Seller Freedom" Act that would clearly classify direct sellers as independent contractors in federal statute
- **Amended a bill in West Virginia** that would define direct sellers as independent contractors under state law
- **Passed legislation in Arkansas** that would clearly define direct sellers as independent contractors under state law
- **Brian Bennett appointed Vice Chair** of the Coalition for Workforce Innovation. A diverse group of industries that seeks to provide clarity for independent contractors and protect flexibility to engage in business

## ACTIVITIES

- **Re-launched the Direct Selling Caucus** with Co-Chairs Rep. Richard Hudson (R-NC) and Rep. Marc Veasey (D-TX)
- **Working with allies** to add language to the Protecting the Right to Organize (PRO) Act that would protect direct sellers
- **Engaging with Members of Congress** to ensure appropriate FTC enforcement authority in legislation
- **Held meetings with the FTC**, including Commissioner's offices to educate them on direct selling business model
- **Held a Direct Selling Day** in Albany, meeting with members of the New York legislature to discuss independent contractor status
- **Signed a letter objecting to a provision** in the Build Back Better act that would greatly expand the scope for the FTC to bring first time civil penalty offense authority actions against companies.
- **Signed letter with other trade associations** urging Congress to include guardrails in legislation granting FTC authority under Section 13(b)
- **Hosted 60 meetings** for direct selling distributors and executives from 24 states during our virtual Direct Selling Day on Capitol Hill
- **Drafted a Question for the Record** asked by Sen. Mike Lee (R-UT) to Federal Trade Commission nominee Alvaro Bedoya on the Business Opportunity Rule
- **Drafted a Question for the Record** asked by Sen. Tim Scott (R-SC) on protecting independent contractor status for direct sellers