2021 YEAR IN REVIEW

BY THE NUMBERS

- **Meetings with Congressional Offices**: 120
- **New Members of the Congressional Direct Selling Caucus**: 5
- **Townhalls & Women’s Entrepreneurship Roundtables with Members of Congress**: 3
- **Letters Sent to United States Senators on the PRO Act**: 1,038
- **Meetings with FTC Commissioners & Senior Staff**: 4
- **State Bills Reviewed for Relevance to Direct Sellers**: 1,906
- **Liaison Meetings Attended with State Attorneys General, Legislators & Partners**: 8

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 restrictive 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 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 bill 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.