

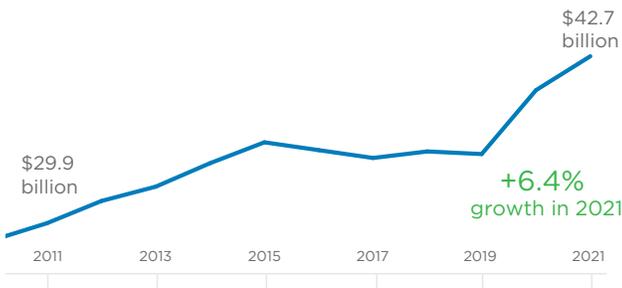


Direct Selling in the United States 2021 Industry Overview

Direct selling in the United States achieved record highs in 2021 for retail sales (\$42.7 billion) and customers (44.6 million). By dividing the \$42.7 billion in sales by the 7.3 million direct sellers in 2021, direct sellers averaged \$5,849 in retail sales in 2021.



Direct Retail Sales

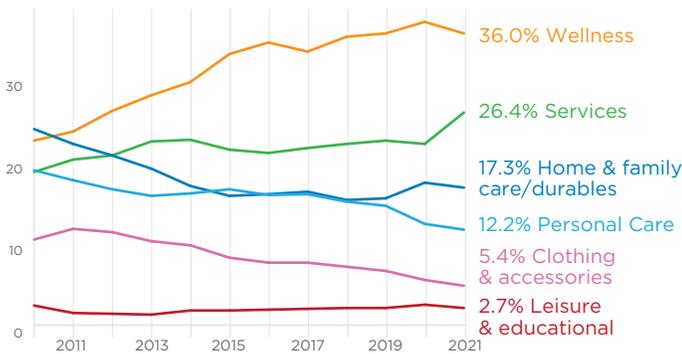


7.3 Million Direct Sellers*

7.3 million direct sellers (a 5.2% decrease over 2020) built a business full-time (30 or more hours/week) or part-time (fewer than 30 hours/week). These people sell products/services to consumers and may sponsor people to join their team.

Full-time	Part-time
0.5 million	6.8 million

Sales by Category

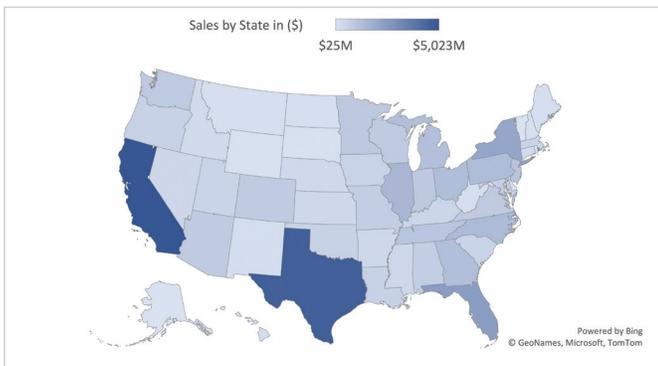


44.6 Million Preferred Customers and Discount Buyers*

This total figure represents a 7.2% increase over 2020. (And, this figure excludes those who have not signed an agreement with a direct selling company)

Preferred Customers	Discount Buyers
35.7 million	8.9 million

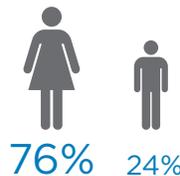
Sales by State



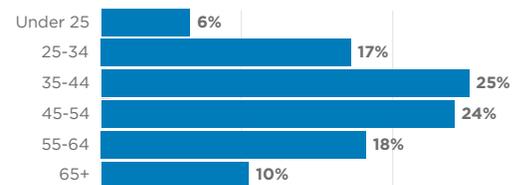
Demographic Breakdowns

(Demographics include both direct sellers and discount buyers)

Gender



Age



Hispanic Ethnicity

23% Hispanic

Race



Source: DSA 2022 Growth & Outlook Study; For further information visit www.dsa.org/benefits/research.

Direct selling: A business model that provides entrepreneurial opportunities to individuals as independent contractors to market and/or sell products and services, typically outside of a fixed retail establishment, through one-to-one selling, in-home product demonstrations or online. Compensation is ultimately based on sales and may be earned based on personal sales and/or the sales of others in their sales team.

Direct sellers build a business full-time (30 or more hours/week) or part-time (fewer than 30 hours/week) and sell products/services to consumers and may sponsor people to join their team. **Discount buyers** are eligible to purchase, sell, & sponsor, but are product lovers, only purchasing products /services they personally enjoy and use at a discount.

Preferred customers have signed a preferred customer agreement with a direct selling company where they may be eligible to pay wholesales prices for products/services. They are not eligible to sell products/services to others, and they are not eligible to earn.

Note: Figures above may not sum to 100% due to rounding.

(*) 16.2 million people in the U.S. had signed independent contractor sales agreements with direct selling companies in 2021. Of these 16.2 million, 7.3 million were direct sellers who worked to build businesses and 8.9 million were discount buyers who purchased products for their own use but chose not to build a business.