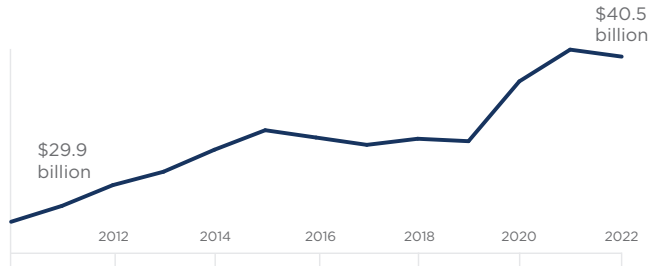


# Direct Selling in the United States 2022 Industry Overview

**Direct selling in the United States represents \$40.5 billion in retail sales** in 2022. In addition, there were **41 million customers** and **6.7 million direct sellers**. By dividing the \$40.5 billion in sales by the 6.7 million direct sellers in 2022, direct sellers averaged \$6,045 in retail sales in 2022.



## Direct Retail Sales



## 6.7 Million Direct Sellers\*

**6.7 million direct sellers (an 8% decrease over 2021)** 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.

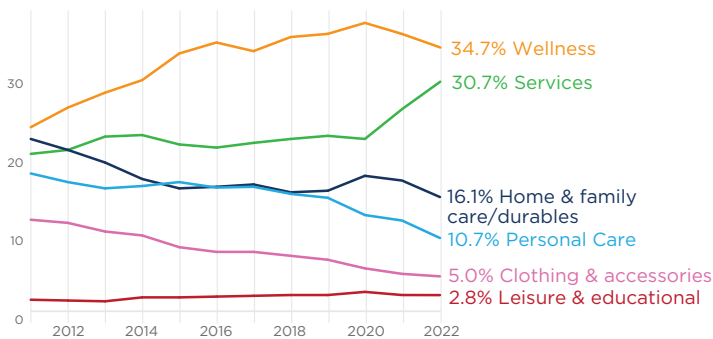
Full-time	Part-time
0.5 million	6.2 million

## 41 Million Preferred Customers and Discount Buyers\*

This total figure represents an 8% decrease over 2021. (And, this figure excludes those who have not signed an agreement with a direct selling company)

Preferred Customers	Discount Buyers
33.1 million	7.9 million

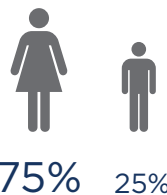
## Sales by Category



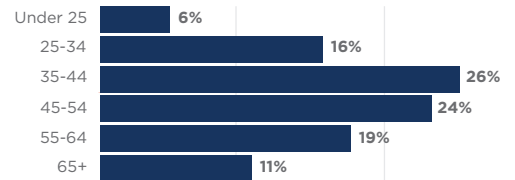
## Demographic Breakdowns

(Demographics include both direct sellers and discount buyers)

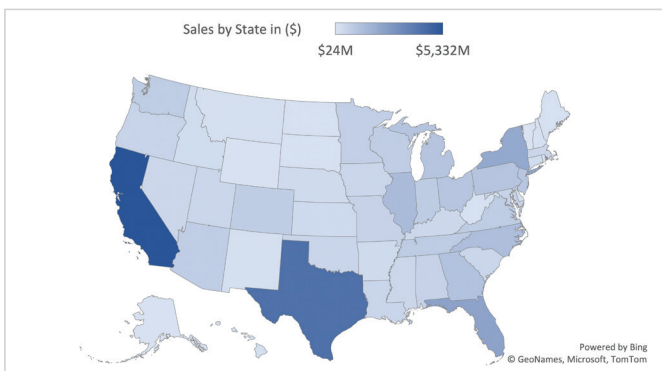
### Gender



### Age

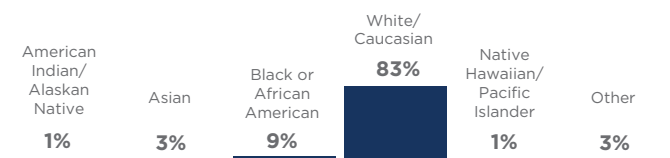


## Sales by State



## Hispanic Ethnicity 23% Hispanic

### Race



Source: DSEF 2023 Growth & Outlook Study; For further information visit [www.dsa.org/benefits/research](http://www.dsa.org/benefits/research).

**Direct selling:** 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.

(\* ) 14.6 million people in the U.S. had signed or renewed independent contractor sales agreements with direct selling companies in 2022. Of these 14.6 million, 6.7 million were direct sellers who worked to build businesses and 7.9 million were discount buyers who purchased products for their own use but chose not to build a business.