



DIRECT SELLING ASSOCIATION

U.S. DIRECT SELLING REPORT

2021

Management Compensation and Benefits Report

A comprehensive report on total compensation and pay practices for executive, management and selected professional positions in the U.S. direct selling industry.

This report contains:

32 individual positions, U.S. and international

Position demographic data

Cash compensation data

Salary practices

Employee benefits

Paid time off

Executive benefits and perquisites

Short and long-term incentives

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