

Direct Selling in the US

March 2024

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Direct Selling in the US - Category analysis

KEY DATA FINDINGS

2023 DEVELOPMENTS

Direct selling value sales continue to decline in 2023 FTC is taking a harder look at direct selling Direct selling brands increasingly look to bricks-and-mortar retail

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Direct selling expected to continue to struggle over the forecast period The pro-ageing trend offers opportunities for direct sellers TikTok Shop's embrace of social commerce and livestreaming may benefit direct sellers

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Retail in the US - Industry Overview

EXECUTIVE SUMMARY

Retail in 2023: The big picture E-commerce marketplaces with ties to China make a huge impact in the US in 2023 The proposed Kroger-Albertsons merger hits a snag What next for retail?

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Informal retail Opening hours for physical retail Summary 1 - Standard Opening Hours by Channel Type 2023 Seasonality Christmas Back to School Prime Day/Christmas in July Mother's Day

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