

Noah Bryson
Provo

I represent Nu Skin Enterprises, Inc. a direct selling company that markets a range of cosmetic, nutritional, and personal care products through a force of independent salespeople.

We are a Utah based company, but we have salespeople in every state and in almost fifty countries globally. Currently we have over 600 salespeople operating in Maine, and in the past year they did just under \$500,000 in sales in the state. In Maine, as in every state where we operate, most of our salespeople operate on a very small scale, using the opportunity we provide not as a full time job, but as a way to earn some supplementary income. We let them work when, where, and how they want, and they are paid on a commission basis. Joining Nu Skin's sales force is both simple and free. There is no requirement to buy products or anything else, but if our distributors do buy products for their own personal use or for resale, we provide them with a generous one year return policy.

Our distributors are never "fired" except in extremely rare cases, so they are never truly unemployed. Direct sellers are already classified as independent contractors under Maine Revised Statute, Title 26, Chapter 13, Section 1043, subsection 11, Paragraph F, (28). Requiring charges or assessments from companies whose salesforce members work as much or as little as they want is inequitable.

Additionally, calculating the amount of contributions would be extremely difficult in a sales-based business as that changes from week to week.

We respectfully oppose this legislation and believe unemployment compensation and the funding of these programs should only be required by those in a traditional employer-employee relationship. We urge the committee to vote LD 425 Ought Not to Pass.

Thank you for the opportunity to share our concerns with you.

Sincerely,

Noah Bryson
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