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Direct Selling For Dummies is the perfect resource for anyone involved or interested in direct sales. Written by a 35-year veteran of this booming industry, this useful guide teaches you everything you need to know to achieve and maintain lasting success.

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Direct sales or direct selling refers to the sale of products or services away from a fixed retail location. These products are marketed and sold directly through independent sales representatives, also known as consultants, presenters, distributors, and a variety of other names.

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Direct sellers include any of the following: A person who sells consumer products in the home or a place of business other than a permanent retail establishment, A person who sells consumer products on a deposit or

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commission basis, or to other persons who will sell the products in the home or place of business,

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