

**Bloomberg**  
GOVERNMENT

# THE WORKFORCE OF THE FUTURE

UNDERWRITTEN BY THE



DIRECT SELLING ASSOCIATION

Bloomberg Government, in partnership with the Direct Selling Association, surveyed 864 independent contractors to gain a better understanding of the ways Americans work independently.

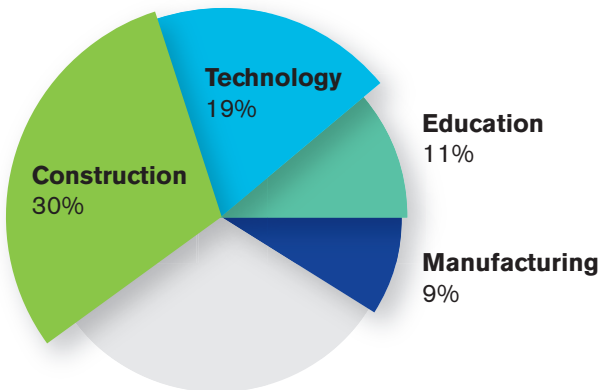
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## AVERAGE LENGTH OF TIME WORKING AS AN INDEPENDENT CONTRACTOR.

# 7.2 years

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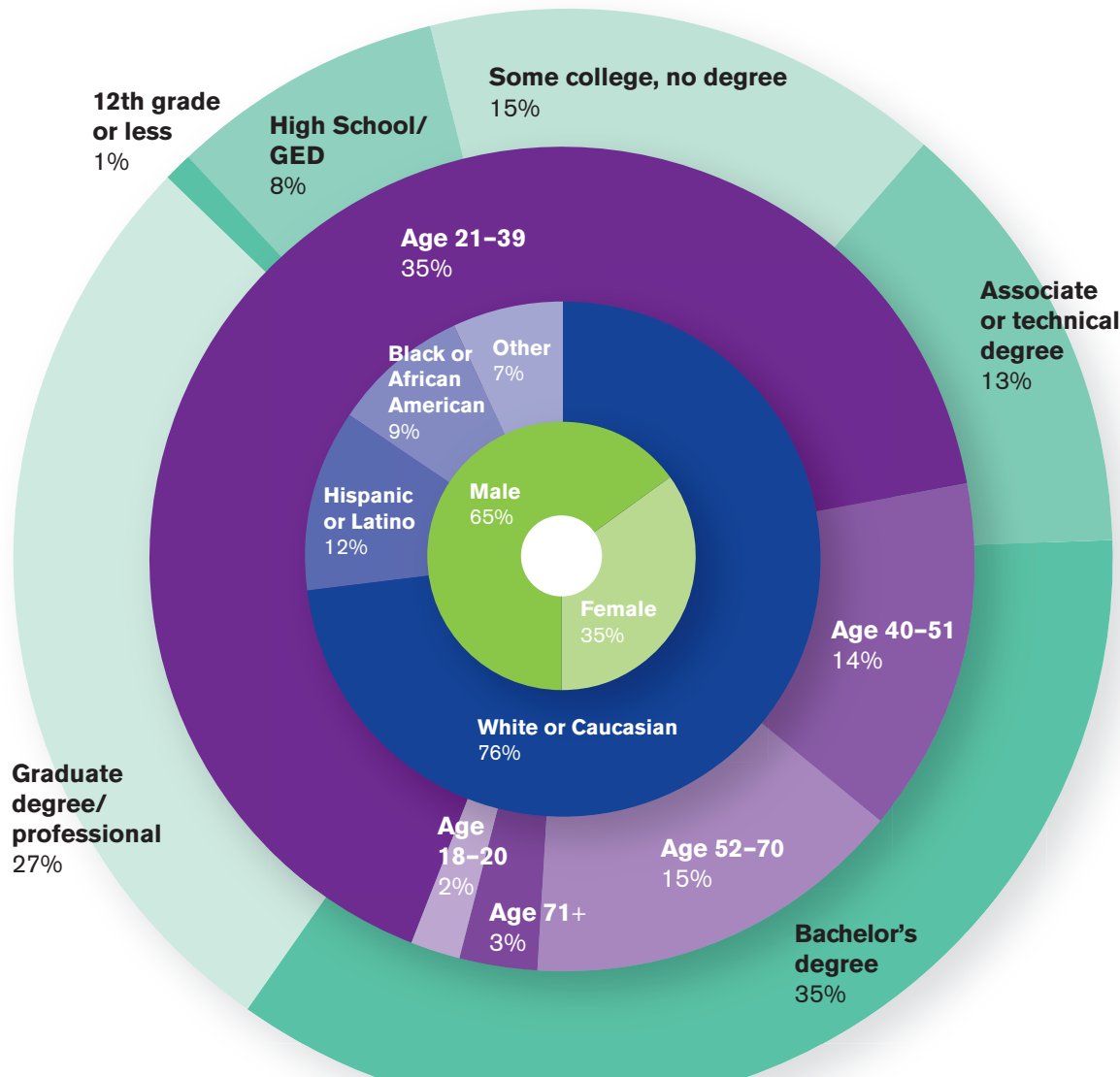
## TOP INDUSTRIES FOR INDEPENDENT CONTRACTORS.



## DEMOGRAPHICS

### BREAKDOWN OF INDEPENDENT CONTRACTOR POPULATION BY:

■ Education Level   
 ■ Age   
 ■ Ethnicity   
 ■ Gender



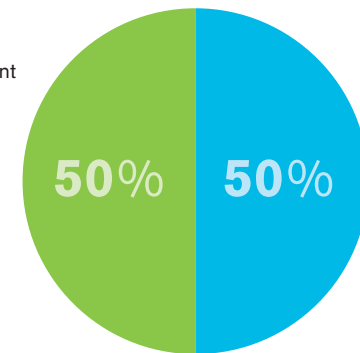
## HOW INDEPENDENT CONTRACTORS WORK.

### 9 OUT OF 10 INDEPENDENT CONTRACTORS HAVE WORKED AS A WAGE-EARNING EMPLOYEE.



Of those...

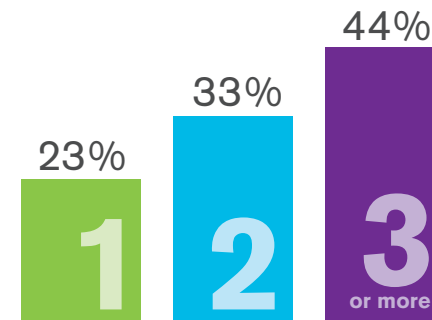
50% work as an independent contractor exclusively



50% work as a wage-earning employee **AND** as an independent contractor

Over half of those surveyed (56%) are working as independent contractors for more than one company/organization/agency.

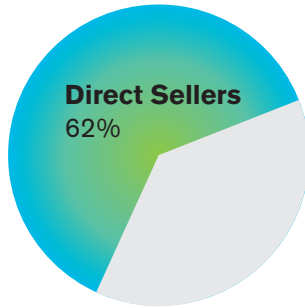
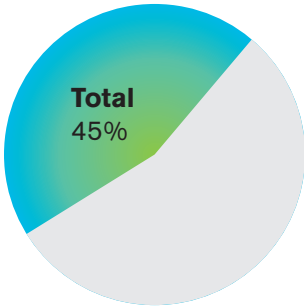
## NUMBER OF COMPANIES FOR WHICH CONTRACTORS WORK.



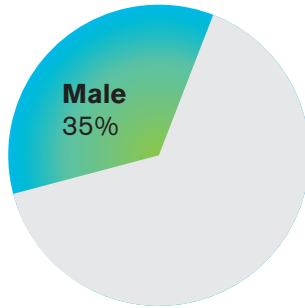
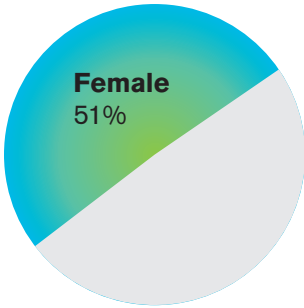
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## MOTIVATIONS FOR INDEPENDENT CONTRACTORS.

### Be my own boss



### Flexible schedule



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**VIEW THE FULL REPORT.**

Download the complete survey results at [about.bgov.com/dsa-workforce](https://about.bgov.com/dsa-workforce)

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