

STAGES 4–5 · ACTIVE VENDOR EVALUATION

GLOBAL MLM SOFTWARE

Personal Care DS Software Scorecard 2026

5 categories · 25 criteria · 50 points maximum · Pass mark: 45/50 · Global MLM Software pre-scored 50/50

Score every personal care DS vendor live in the demo — not from a spec sheet.

Complete your evaluation before DSU Fall 2026 — October 6–8, Dallas TX

How to Use This Scorecard

0 Not available or not demonstrated	1 Claimed but not demonstrated live	2 Demonstrated live, partially	3 Demonstrated live, fully
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SCORING RULE: Score 0, 1, 2, or 3 per criterion. A score of 3 requires a live demonstration in real time. Verbal claims without a live demonstration score 1 maximum. **PASS MARK:** 45/50. A vendor scoring below 45 has material gaps in personal care-specific capabilities. Below 35 = not a viable platform for personal care DS.

VENDOR COLUMNS: Score up to 3 vendors plus the Global MLM Software column. GMSO is pre-scored at 50/50 — verify every score in your demo. We expect to be held to this standard. **DEADLINE:** Complete this scorecard for all vendors before DSU Fall 2026 on October 6.

VENDOR	Vendor 1	Vendor 2	Vendor 3	Global MLM Software
CATEGORY 1: PERSONAL CARE CORE FEATURES (5 criteria · max 10 pts)				
	V1	V2	V3	GMSO
Home party multi-attendee order flow — multiple customers place orders attributed to one distributor in a single session Q: Simulate a home party: 3 customers, 3 orders, 1 distributor. Show all 3 attributed correctly. X No multi-attendee order flow. Each customer must create a separate account to order.	___/2	___/2	___/2	2/2
Facebook group referral link tracking — purchases from group post clicks attributed correctly to the posting distributor Q: Post a referral link in a test group. Have a test customer click and purchase. Show correct attribution in the distributor dashboard. X Referral tracking only supports social bio link clicks. Facebook group attribution not available.	___/2	___/2	___/2	2/2
Multi-category household auto-ship — different depletion intervals per product category in one household subscription Q: Set up 3 products on 3 different intervals (e.g., 20, 30, 45 days) in one subscription. Show each renewing independently. X Single cycle date applies to all products in the subscription. No per-product interval management.	___/2	___/2	___/2	2/2
Run-out-based reorder reminders — triggered by usage estimate, not calendar date Q: How does the reorder reminder trigger — by calendar date or by usage estimate? Show the configuration. X All reorder reminders are calendar-date only. No usage-based reminder option.	___/2	___/2	___/2	2/2
Personal referral link — works identically in Facebook group, text message, and WhatsApp with correct attribution in all contexts Q: Share a referral link via text message to a test phone. Click and purchase. Show correct attribution. X Referral links only function correctly via web browser, not via messaging app previews.	___/2	___/2	___/2	2/2
CATEGORY 1 SUBTOTAL	___/10	___/10	___/10	10/10

CATEGORY 2: BRAND CONSISTENCY AND CONTENT (3 criteria · max 6 pts)	V1	V2	V3	GMSO
Family-lifestyle content library — values-led natural household and clean ingredient content available from day one, not requiring distributor creation Q: Show the content library configured for a natural personal care brand. What family-lifestyle templates are included? X Content library is empty or contains only generic product images. No values-led lifestyle content templates.	___/2	___/2	___/2	2/2
Natural brand identity in distributor storefronts — brand's visual identity enforced within distributor customisation limits Q: Show a distributor storefront for a natural personal care brand. Can a distributor change the brand's colour palette or ingredient imagery? X No brand template enforcement. Distributors can modify brand visual elements freely.	___/2	___/2	___/2	2/2
Distributor content sharing — shareable to Facebook groups and via personal links without requiring a download first Q: Share a piece of content from the library to a Facebook group without downloading. X All content must be downloaded before sharing. No native Facebook group sharing.	___/2	___/2	___/2	2/2
CATEGORY 2 SUBTOTAL	___/6	___/6	___/6	6/6

CATEGORY 3: COMPLIANCE — ESSENTIAL OIL THREE-WAY CLAIM LIBRARY (5 criteria · max 10 pts)	V1	V2	V3	GMSO
Aromatic claim library — pre-approved diffuser claim language, drug claim flagging Q: Show the aromatic claim library for an essential oil product. Draft a post saying the oil 'relieves anxiety' — does the system flag it? X No aromatic-specific claim library. Compliance monitoring does not distinguish claim types.	___/2	___/2	___/2	2/2
Topical claim library — pre-approved skin application claims, drug claim flagging Q: Show the topical claim library. Draft a post saying the oil 'heals eczema' — does the system flag it before posting? X No topical-specific claim library. Drug claim detection not available.	___/2	___/2	___/2	2/2
Household cleaning claim library — pre-approved cleaning claims, EPA pesticide claim detection Q: Draft a distributor post saying the cleaning spray 'kills 99.9% of bacteria' — does the system flag this as an EPA pesticide claim before posting? X No EPA pesticide claim detection. Cleaning product claims are not monitored differently from other claim types.	___/2	___/2	___/2	2/2
FTC income claim compliance — retail-to-recruit monitoring, IDS generation, included in base licence Q: Generate a live retail-to-recruit ratio dashboard. Generate a live IDS. Confirm both are in the base licence. X FTC compliance tools are a premium add-on. IDS is manually generated.	___/2	___/2	___/2	2/2

Compliance training integration — distributor claim training completion tracked per distributor before content is shared Q: Can the platform require claim compliance training completion before a distributor can post content? X No training integration. Compliance training is a separate external process with no platform enforcement.	___/2	___/2	___/2	2/2
CATEGORY 3 SUBTOTAL	___/10	___/10	___/10	10/10

CATEGORY 4: DISTRIBUTION MECHANICS (3 criteria · max 6 pts)	V1	V2	V3	GMSO
Community distribution support — distributors supported in non-social-media channels: home parties, community groups, personal referral Q: How does the platform support distributors who primarily sell through home parties and community relationships rather than social media? X Platform designed primarily for social media distribution. Community and home party mechanics require workarounds.	___/2	___/2	___/2	2/2
Household account management — subscription accounts can have multiple beneficiaries with shared household depletion tracking Q: Can a household account have multiple family members as beneficiaries? Show how household consumption tracking works. X Each subscription is tied to one individual consumer. No household account or multi-beneficiary support.	___/2	___/2	___/2	2/2
Multi-category order commission — different commission rates per product category in a single household bundle order Q: If cleaning products and personal care products have different commission rates, show how a single household bundle order calculates commission per category. X Single commission rate applied to all products regardless of category.	___/2	___/2	___/2	2/2
CATEGORY 4 SUBTOTAL	___/6	___/6	___/6	6/6

CATEGORY 5: IMPLEMENTATION AND SUPPORT (3 criteria · max 6 pts)	V1	V2	V3	GMSO
Live reference client in personal care or essential oil category Q: Provide one reference client operating in personal care, essential oil, oral care, or natural household products — at similar scale to my launch. X No live reference clients in personal care category. References are all from supplement or beauty brands.	___/2	___/2	___/2	2/2
Written project plan before signing — named implementation contact, milestone timeline, all personal care features listed individually Q: Provide a written project plan with all personal care features listed individually in the scope. Named implementation contact provided before signing. X Project plan provided after signing. No named implementation contact before contract.	___/2	___/2	___/2	2/2

Multi-market support for USA plus expansion markets — live for current clients in each target market, not on roadmap Q: Show a live client account in South Africa or Australia. How does the platform handle VAT in SA and GST in Australia? X International markets 'on the roadmap' rather than live for existing clients.	___/2	___/2	___/2	2/2
CATEGORY 5 SUBTOTAL	___/6	___/6	___/6	6/6
TOTAL SCORE (out of 50)	___/50	___/50	___/50	50/50

SCORE	RECOMMENDATION
45–50/50	PASS — proceed to contract. Require all demonstrated features listed individually in the written scope.
35–44/50	CONDITIONAL — identify criteria scored 0 or 1. Get written commitment to deliver before signing.
Below 35/50	FAIL — material gaps in personal care-specific capabilities. Not viable for a personal care DS launch.

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