



2007-2008 Non-PRODUCER COMPENSATION & BENEFITS SURVEY

THIS CONFIDENTIAL SURVEY WAS CONDUCTED BY BUSINESS MANAGEMENT GROUP AND IS ENDORSED BY IIABA AS A VALUABLE AGENCY RESOURCE.

IS YOUR COMPENSATION PROGRAM REALLY PAYING OFF?

The **BMG 2007-2008 Non-Producer Compensation & Benefits Survey** offers the knowledge you need to help retain your best employees. Specific to insurance agents and brokers, this tool provides the most current information on compensation and benefits available in the industry today.

A Comprehensive Study

- **Positions** – includes salary comparisons for 48 agency and brokerage manager and non-manager positions
- **Location and Agency Size** – divides the United States into six geographic regions; provides salary and benefit data by region and revenue range
- **Compensation** – provides low, mean and high salary ranges for each position; bonus and salary increase percentages and long term incentives to managers
- **Benefits** – shows the percentage of agencies offering various benefit plans and the amount employers contribute, plus paid time off allowances

2007-2008 NON-PRODUCER COMPENSATION & BENEFITS SURVEY	<u>SURVEY COST</u>	<u>YOUR STATE TAX</u>	<u>GRAND TOTAL</u>
	\$175.00		

_____ ☆ Enclosed is my check

_____ Please bill my _____ MasterCard _____ Visa
American Express Not Accepted

Card # _____

Exp. Date _____

Name _____

Agency _____

Street _____

City _____

State _____ Zip Code _____

Phone _____

Fax _____

Email Address _____

☆ **MAKE CHECK PAYABLE TO:**
BUSINESS MANAGEMENT GROUP

**MAIL YOUR COMPLETED ORDER FORM
ALONG WITH PAYMENT TO:**
IIABA
ATTN: EDUCATION DEPT.
127 S. PEYTON STREET
ALEXANDRIA, VA 22314

**FOR FASTER SERVICE, FAX YOUR CREDIT
CARD ORDER TO:**
(703) 683-7556

60105

