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## McLagan Retail Branch Pay Practices Study

Are your branch staff pay practices competitive in the market? Gain the latest industry insights to ensure you are able to recruit and retain top talent.

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Our market practices study is designed to help banks and credit unions of all sizes understand pay practices, organizational structures, and compensation-related trends in retail banking

### **We cover the most pressing topics needed to structure your firm's retail banking pay program**

- Incentive Eligibility
- Incentive Plan Structures and Design
- Performance Measurement
- Target Incentives
- Payout Frequency
- Turnover
- Customer Experience Tracking
- Staffing Trends
- Starting Pay Rates

### **The study provides detail on key retail branch positions**

- Regional Management
- Branch Management
- Personal Bankers (Licensed / Unlicensed)
- Universal Bankers
- Tellers

### **We provide support and insights needed for decision making**

In addition to providing robust data, our consultants are available for customized projects, including functional benchmarking, pay and performance analysis, incentive plan review and design, cost to market analysis, and custom market practice studies.

### **Key Dates**

- Data Collection: April – June
- Results Available: July
- Pricing: \$2,500 to \$3,800

### **Contact**

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