

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.

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 Plan Structures and Design
- Performance Measurement
- Target Incentives
- Payout Frequency
- Differentiation Between Branch Tiers
- Turnover
- Staffing Trends
- Starting Pay Rates
- Branch Staffing Structure
- Customer Experience Tracking

The study provides detail on retail branch positions. We deliver analytics on key topics for HR and retail banking executives including:

- Market / Regional Manager
- Branch Management
- Platform Sales (Licensed & Unlicensed)
- Universal Bankers
- Tellers

We provide support and insights needed for decision making

Advisory Solutions: 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.

Confidentiality: Reports are presented in a way that ensures that data on individual firms cannot be identified. Reports are distributed only to participating organizations, each of which signs a reciprocal non-disclosure agreement with McLagan.

We're here to empower results

Contact our team today to learn more about our solutions for banks and credit unions.

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Key dates

February - May
Data collection

June
Report delivery

Participation fee is
\$2,000 - \$3,500