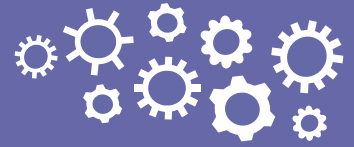


Salary Increases Survey



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Content

Data collected

Compensation administration of base salaries

Compensation administration of salary range structures

Actual base salary/range structure increases for current year

Projected base salary/range structure increases for upcoming year

Geographic Coverage

National

Reporting

By Employee Group:

President/CEO

Executives

Middle Management/Supervisory

Professional & Technical

Clerical & Administrative Support

Hourly (non-union)

Hourly (union)

By Economic Sector:

Privately-Owned

Publicly-Traded

Not-For-Profit

Public

By Selected Industries:

Agriculture, Forestry, Fishing & Hunting

Utilities

Manufacturing

Wholesale Trade

Retail Trade

Transportation & Warehousing

Finance & Insurance

Real Estate & Rental & Leasing

Associations & Regulatory Bodies

Professional, Scientific & Technical Services

Administrative & Support, Waste Management & Remediation Services

Educational Services

Health Care & Social Assistance

Public Administration

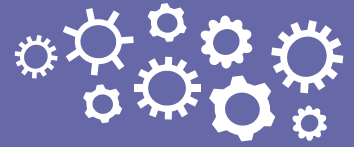


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Pricing

	Participant Price	Non-Participant Price
CompEssentials		
Clerical/Administrative Support	\$949	\$1,900
Middle Management & Professional	\$949	\$1,900
Information Technology	\$949	\$1,900
Marketing & Sales	\$949	\$1,900
Engineering & Technical	\$949	\$1,900
Production & Distribution	\$949	\$1,900
Executive Compensation	\$1,149	\$2,300
Consulting Engineers Compensation, Benefits & Employment	\$2,749	\$5,500
Group Insurance & Retirement Benefits	\$499	\$1,000
Compensation Policies & Practices	\$499	\$1,000
CompPlus – WCBC’s online data sorting tool	FREE	\$1,900
 Salary Increases	FREE	\$1,900
Board of Directors Compensation	—	\$2,300



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