

# Retail Sales Compensation Survey



Detail Report

Report ID = SAMPLE REPORT

PAY TYPE DISPLAYED: Annual Rate

## 1075 Store Manager - Single Store

	Variable Pay Actual Earnings Previous Plan Year		Variable Pay Target Earnings Current Plan Year			April 1, 20XX Base Rate	Span of Control
	Individual Variable Pay	Other Variable Pay	Individual Variable Pay	Other Variable Pay	Total Targeted Compensation		
<b>90th Percentile</b>	\$20,692	\$15,890	\$21,888	\$22,000	\$82,410	\$70,824	32
<b>75th Percentile</b>	\$8,936	\$11,679	\$13,493	\$14,968	\$64,797	\$56,514	16
<b>50th Percentile</b>	\$3,915	\$6,144	\$6,627	\$11,816	\$50,939	\$46,322	13
<b>25th Percentile</b>	\$1,603	\$1,896	\$4,902	\$9,257	\$42,744	\$39,811	8
<b>10th Percentile</b>	\$639	\$516	\$3,553	\$7,750	\$34,614	\$33,010	3
<b>Number Of Employees</b>	43,034	3,869	35,321	3,105	64,769	64,769	37,542
<b>Employee Weighted Average</b>	\$7,244	\$7,766	\$10,025	\$12,906	\$56,082	\$49,996	18
<b>Number Of Companies</b>	64	11	43	9	117	117	57
<b>Company Weighted Average</b>	\$7,533	\$7,066	\$11,798	\$10,379	\$60,002	\$54,892	26
<b>Percentage of Total Employees Eligible For Payment</b>	87.2 %	7.7 %	87.2 %	7.7 %			
<b>Percent Of Companies With Employees Eligible For Payment</b>	69.2 %	12.8 %	69.2 %	12.8 %			
<b>Percent Of Eligible Employees Actually Receiving Payment</b>	76.2 %	77.4 %	62.5 %	61.7 %			
<b>Percent Of Total Employees Receiving Payment</b>	66.4 %	6.0 %	54.5 %	4.8 %			
<b>Impact: Other Cash/Base Pay - Total Employee Count</b>			10.9 %	1.2 %			
<b>Impact: Other Cash/Base Pay - Employees Receiving Payment</b>			19.5 %	18.7 %			
<b>Employment Status</b>		<b>Percent Full Time:</b>	97.5 %	<b>Percent Part Time:</b>	2.5 %	<b>Percent Seasonal:</b>	0.0 %
<b>Union Status</b>		<b>Percent Union:</b>	0.0 %	<b>Percent Non-Union:</b>			
<b>FLSA Status</b>		<b>Percent Exempt:</b>	83.8 %	<b>Percent Non-Exempt:</b>			

Empty Cell = Insufficient or no data for analysis.

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