



2017 EMPLOYEE COMPENSATION SURVEY RESULTS

THE RESULTS ARE IN! The 2017 Iowa-Nebraska Equipment Dealers Association Employee Compensation Productivity and Benefits Survey results are completed. [This survey is conducted every other year.]

Consider the following questions when considering whether or not you should purchase this valuable information:

- Do I need technicians? What are other dealers paying for entry level technicians? Are my benefits competitive?
- What position had the highest jump in compensation over the past 2 years? Do I still offer competitive wages?
- Are my employees producing like other dealer personnel?
- How does my salesmen compensation compare to other dealers' salesmen in these slow times?
- What are other dealers doing to cut personnel costs? Are they cutting overtime? Are they open on Saturday?
- How are dealers increasing revenue in the service department with extra fees?

These and many more questions can be answered with these survey results.

Comparable industry average wages in each job category are listed based on skill level and performance. You will also find information about:

- Employee productivity and benefits
- Employee incentives
- General business practices
- Customer labor rates
- Service call rates
- Trucking rates
- Internal and external billing policies

Cost for this 38 page document of valuable information: \$245 + sales tax

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