

***Want to know what is happening with Rates & Salaries for 2010/11?***

Based on the **OUTSTANDING RESPONSE** from participating firms thus far, including specialist insolvency practices, the profession obviously thinks it's time to find out what is happening and ensure they have the right information for the new financial year.

Make sure you are one of these many firms benefiting from the opportunity to access this key data. Just to recap what you will receive as a participant, we outline below your options.

For **ONLY \$440**, receive your report dispatched within 48 hrs following the return of your completed questionnaire, which will:

- Provide the latest charge rates and salaries
- Illustrate the percentage increase in rates and salaries for 2010/11
- Reflect actual salaries as reported by firms throughout Australia, not based on the recruitment industry
- Outline the major KPI's for average and better performing firms for the 09/10 financial year
- Highlight indicative fees charged for common services

Plus, **don't miss**, our Special Topic Report on **Profit Sharing Approaches with Personnel & Other Forms of Rewards Utilised by Firms**. A very interesting read.

As an **OPTIONAL EXTRA** at **\$660**, our Practice Performance Analysis will personally help interpret your firm's results. This report specifically reviews your data and provides expert opinion about its current performance, the potential drivers for such results, how your results compare to peers, and suggested approaches to boost or maintain results. We will review 22 KPI's and include benchmarking not part of the standard report without the provision of any further data from the firm. Prepared and dispatched after the completion of standard reports.

Ensure your firm has the very latest data on rates and salaries in your marketplace. REGISTER TODAY. Any queries; please contact us on (02) 9233 4333. For sample pages from a prior report, please e-mail [services@robknights.com.au](mailto:services@robknights.com.au) with 'survey sample' as the subject.

However, please note, to receive these results, your firm **WILL NEED TO COMPLETE** a questionnaire and provide its data. Where firms elect not to complete a questionnaire at all, a refund or transfer may be requested less a \$55 handling fee.

Return this Registration & Tax Invoice to:  
**Rob Knights & Co, Suite 11, 67 Wanganella St, BALGOWLAH NSW 2093;**  
**Phone: (02) 9233 4333 ~ Fax: 1 800 24 2001.**

Contact: \_\_\_\_\_ Firm: \_\_\_\_\_

Postal Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Forward my questionnaire via: (please circle)                      FAX                      **or**                      E-MAIL

Registration for (please total costs):

Survey Report @ **\$440**                      **plus** PRACTICE ANALYSIS an extra **\$660**                      = TOTAL (incl GST): \$ \_\_\_\_\_

Please dispatch my report(s) via: (circle option)                      POST                      **or**                      E-MAIL

Payment Method: (circle)                      Cheque (payable to Rob Knights Services P/L – ABN: 50 001 084 920)                      **or**

                    Visa    Mastercard    Amex

Cardholder's Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Card No: \_\_\_\_\_ Expiry: \_\_\_\_\_ / \_\_\_\_\_