



DECEMBER 2019 — CHARGE RATES & SALARIES SURVEY

## Powering practice performance with the latest industry data

### What's in the survey in a snapshot:

- Broad Ranging Industry Benchmarks
- Current & Proposed Charge Rates
- Current & Proposed Salaries



Professional Informationalists®

### Plus:

- Benchmarking of Profitability, Productivity & Major Expenses
- **FREE** Individual Report for Participants
- Optional Extra – Practice Performance Analysis

### Timetable

- **PART A** – Despatched 6 December 2019
- **PART B** – Despatched 31 January 2020

*Reports will continue to be processed until April 2020.*

### Why register?

For over 45 years, Rob Knights & Co has been recognised as the leading provider of charge rate, salary and general practice performance benchmarks in Australia. We pride ourselves on our refined and confidential data gathering, collating and analysis. The data firms provide allows us to deliver a breadth and depth of invaluable information to enable you to remain competitive within the profession and run a successful and profitable practice.

Firms who participate in the survey receive a free ID Report and the opportunity to purchase a personalised Practice Performance Analysis. However, for firms not wishing to provide data, some sections of the reports can be purchased at a non-participatory rate.

## The Survey

The report, and its data, are designed to ensure firms have accurate information about current market conditions when reviewing rates and salaries. It is also the only report of its type to offer future, as well as current, rate and salary values for the broadest range of practice personnel.

### Key benefits:

- Ideal for obtaining the latest results and values based on data reported by firms rather than recruitment agencies
- Data applicable for Second Tier to small sole practitioner firms
- Results illustrated by location, revenue and partner number sub categories
- Commentary on current market trends and occurrences
- Receive other valuable KPIs pertinent to reviewing practice performance
- Participants receive a **FREE** report illustrating and comparing their results against peer firms



There are three sections of the report which can be purchased either individually or together, with a fourth option for participating firms:

## 1 SUMMARY REPORT – General Benchmarking Report

Summation of current market performance across common benchmarks measured within the accounting profession.

## 2 PART A – Current & Proposed Charge Rates & Salaries

The latest market trends in support of your Christmas and New Year reviews.

### Highlights:

- Divided into current and proposed values
- Results can be provided based on absolute high/low or standard deviation values
- The most extensive professional and administrative staff categories in addition to financial planning, audit and insolvency personnel
- Data presented in the sub-categories of state/region, gross fee size and number of partners
- The **ONLY** report of its type to include **FUTURE** values.

In addition, this section includes an abbreviated profit/ performance overview providing firms with a synopsis of their current results compared to peer firms. This overview is based on gross fees and location.

Considering registering for the first time? You can request a sample of the typical data available in our reports by emailing [services@robknights.com.au](mailto:services@robknights.com.au).

## To Participate

Data must be supplied by participating firms prior to the provision of your report. Following your registration an Excel template will be emailed to you for your completion and return.

*PRIVACY POLICY: It is our policy that all information provided becomes the property of Rob Knights & Co and that no information relating to individual firms or their contact details will be supplied on an identifiable basis to any persons. Rob Knights & Co reserves all rights.*

## 3 PART B – KPIs plus Productivity & Profitability

Includes extended market commentary and comparisons enabling firms to drill down on major overheads plus provides more comprehensive productivity and profitability data.

### Highlights:

- KPIs for 19 major expenses after salaries
- Earn rate and recovery rate comparisons
- Notional practice efficiencies
- Average per person personnel costs and profit
- WIP and debtor comparisons
- Minimum and typical fees for common services including BAS and “I” returns

## 4 OPTIONAL EXTRA – Practice Performance Analysis

*(for participating firms only)*

A personalised health check of your firm. This report is prepared by our experts offering tailored, specific commentary and advice to your firm regarding:

- Its current performance
- Drivers of these results
- How your firm’s results compare to its peers
- Suggested approaches to boost or maintain these current outcomes while highlighting focal points

**This report is compiled based on standard survey data collection.**

*Note: due to the complexity of these reports, they are not despatched with the survey results, but are distributed following the standard report despatch.*

# DECEMBER 2019 CHARGE RATES & SALARIES SURVEY Application Form & Tax Invoice

Rob Knights Services Pty Ltd – ABN: 50 001 084 920

### Form completion options:

1. To complete and submit this form electronically, use Adobe Acrobat Reader. You can download a free version at <https://get.adobe.com/reader/otherversions/>
2. To complete manually, print out the form, fill in by hand, scan and email back to [services@robknights.com.au](mailto:services@robknights.com.au) or post to: Rob Knights & Co, Suite 11, 67 Wanganella Street, Balgowlah NSW 2093

### Costs (inclusive of GST)

	Participating Firm	Tick ✓	Non-Participating Firm	Tick ✓
General Benchmarking Report – Part A commentary only	FREE where data is supplied by 18/11/19	<input type="radio"/>	\$220	<input type="radio"/>
Part A only <b>OR</b>	\$396	<input type="radio"/>	\$770	<input type="radio"/>
Part A and B	\$525	<input type="radio"/>	\$990	<input type="radio"/>
Practice Performance Analysis	\$660	<input type="radio"/>	N/A	

*Note: A cancellation or transfer fee of \$55 will apply. Reports are now despatched by e-mail only.*

Contact Person: \_\_\_\_\_

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

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

Postcode: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### Payment Method Total \$ \_\_\_\_\_

- EFT Account name: Rob Knights Services Pty Ltd; BSB 082 057; Account No. 56889 9952  
**OR**
- Cheque by post (payable to Rob Knights Services P/L)  
**OR**
- MasterCard       Visa       Amex

Cardholder's name: \_\_\_\_\_

Card number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_

Signature: \_\_\_\_\_

[Download instructions for signing forms](#)

RESET FORM

SUBMIT

*Registrants acknowledge that the survey report is protected by copyright legislation for use solely within the office of the registered firm. Provision of this report in any form to external parties is in breach of this Act.*

