

Supporting your firm's performance with this key industry data



June 2019

CHARGE RATES & SALARIES SURVEY

CONTAINING:

- > Broad Ranging Industry Benchmarks
- > Current & Proposed Charge Rates
- > Current & Proposed Salaries
- > Abbreviated Profitability / Performance Overview



Professional Informationalists®

Despatched 6 June 2019

This Survey Report contains:

• GENERAL BENCHMARKING COMMENTARY

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

• THE LATEST CHARGE RATE & SALARY RESULTS

These reports illustrate market based charge rates, salaries and other key indicators based on data provided by firms throughout Australia in time for the upcoming review period.

OPTIONAL EXTRA

• PRACTICE PERFORMANCE ANALYSIS

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

This report is compiled based on standard survey data collection. The cost of this optional extra is \$660.

Due to the complexity of these reports, they are not forwarded with survey results, but are distributed following the standard report despatch.

DISTRIBUTION OF REPORTS

Reports are available by **email only**.

BENEFITS RECEIVED BY ALL REPORT RECIPIENTS:

- > 45 years of benchmarking experience
- > leading provider of these key benchmarks
- > advice & commentary from an industry expert
- > Australian practice based data only
- > only single report of this breadth & depth
- > data in time for reviews & FY 2020 planning
- > applicable to small sole practitioners to 2nd tier firms
- > data collated from approx. 500 firms and more per annum
- > future or post review values
- > most current data available to the profession
- > complete data security & confidentiality
- > registrant privacy & anonymity

TIMETABLE

Reports will be despatched from 6 June 2019 and will continue to be processed until November 2019.

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.



Rob Knights & Co is recognised as the leading provider of charge rate, salary and general practice performance benchmarks within the Australian Accounting Profession. We have been entrusted with providing invaluable benchmarking data to firms for over 45 years.

Key Benefits & Attributes	General Benchmarking Commentary	Latest Charge Rates Only	Latest Salaries Only	Both Charge Rates & Salaries	Extra Practice Performance Analysis
		<i>includes General Benchmarking Commentary</i>			
Commentary highlighting current market trends & occurrences	✓	✓	✓	✓	
Receive extensive & valuable KPIs pertinent to practice reviews	✓	✓	✓	✓	
Tips to build your bottom line	✓	✓	✓	✓	
Most current available data within the profession	✓	✓	✓	✓	
Current & post review/future values		✓	✓	✓	
Results based on standard deviation or absolute values		✓	✓	✓	
Extensive professional & administrative staff categories		✓	✓	✓	
Values applicable to 16 professional staff categories across each service area		✓	✓	✓	
Results applicable to 15 administrative staff categories across services areas		✓	✓	✓	
Data applicable to business services, audit, insolvency & FP staff		✓	✓	✓	
Values expressed by state/region, partner number & gross fees		✓	✓	✓	
Abbreviated profitability / performance overview by state & gross fees		✓	✓	✓	
Free ID report for participants providing personalised data comparisons		✓	✓	✓	
Register as a participating or non-participating firm		✓	✓	✓	
A personalised health check of your firm					✓
A written expert report critiquing your performance					✓
Tailored specific advice re your performance comparisons & drivers					✓
Suggested approaches to maintain & boost current outcomes					✓
Complied utilising the standard participant's data					✓
COST AS A PARTICIPATING FIRM	FREE with data by 20 May	\$330	\$330	\$440	\$660
Total cost as a participating firm (incl. GST)		or	or	or	+
COST AS A NON-PARTICIPATING FIRM	\$220	\$550	\$550	\$880	N/A
Total cost as a non-participating firm (incl. GST)		or	or	or	

*A cancellation or transfer fee of \$55 will apply.

NOTE: REPORTS ARE NOW DESPATCHED BY EMAIL ONLY

To Participate

Data must be supplied by participating firms. Data collection templates are in Excel format and are available by email only. Following your registration, a template will be emailed to you for your completion.

Considering participation for the first time?

Why not request a sample of the typical data available in our reports by emailing services@robknights.com.au.

JUNE 2019 CHARGE RATES & SALARIES SURVEY APPLICATION FORM & TAX INVOICE

ABN: 50 001 084 920

Form completion options:

- To complete and submit this form electronically, use Adobe Acrobat Reader. You can download a free version at <https://get.adobe.com/reader/otherversions/>
- To complete manually, print out the form, fill in by hand, scan and email back to services@robknights.com.au or post to: Rob Knights & Co, Suite 11, 67 Wanganella Street, Balgowlah NSW 2093
Ph: (02) 9233 4333 FreeFax: 1800 242 001
www.robknights.com.au

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 enclosed (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.