



2019 EPPI COMPENSATION SURVEY

Conducted by: **TOTAL COMPENSATION SOLUTIONS, LLC**

Total Compensation Solutions, LLC is pleased to publish the 6th edition of our Executive and Professional Positions in Insurance survey. TCS has conducted surveys for this industry sector since 1987 in a variety of business lines. This study contains data from 488 insurance companies and covers 63 positions found in P&C, Workers' Compensation, and Professional Liability.

STATISTICS & OTHER PERTINENT DATA PROVIDED

- Executive Summary
- Company Finance and Operating Data
- Sample Organization Chart
- Salary Administration Practices
- Salary Adjustments Practices
- Health and Welfare Benefits Policies
- Retirement Policies
- Annual Bonus/Incentive Plans

COMPENSATION DATA PROVIDED (WHEN AVAILABLE)

- Annual Base Salary (Avg., 25th, 50th, 75th & 90th)
- Target and Actual Bonus Paid (Avg., 25th, 50th, 75th & 90th)
- Total Compensation (Avg., 25th, 50th, 75th & 90th)
- Salary Ranges
- Typical Title
- Reporting Relationship
- Long-term Incentive Eligibility
- Employees Supervised

POSITIONS INCLUDED (PLEASE CALL FOR COMPLETE LIST)

Executive Positions

Chief Executive Officer
Chief Operating Officer
Top Claims Executive
Top Underwriting Executive
Top Legal Executive
Top Risk Management Executive
Top Information Systems Executive
Top Financial Executive
Top Marketing Executive
Top Administrative Executive
Top Insurance Operations Executive
Top Strategic Planning Executive
Top Account Management Executive
Top Product Management Executive
Top Regional Executive
Top Human Resources Executive
Agency Manager
Chief Investment Officer
Top Actuarial Executive

Middle Management Positions

Second Level Claims Executive
Second Level Underwriting Executive
Second Level Risk Management Executive
Second Level Information Systems Executive
Second Level Financial Executive
Second Level Marketing Executive
Second Level Administrative Executive
Second Level Legal Executive
Second Level Human Resources Executive
Account Executive - Marketing

Professional Positions

Claims Supervisor
Senior Claims Representative
Claims Representative
Claims Assistant
Underwriting Supervisor
Senior Underwriter
Underwriter
Underwriting Assistant
Senior Risk Management Specialist
Risk Management Specialist
Senior Computer Programmer
Computer Programmer
Human Resources Specialist
Marketing Representative
Regulatory Analyst
Executive Assistant

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SURVEY SUBSCRIBER ORDER FORM

The 2019 EPPI Compensation Survey is currently available. Please complete the required information and return this form via fax, mail or email: tbailey@total-comp.com
Fax 914-730-7303

EMPLOYMENT	SURVEY FEE	INVOICING PROCEDURE
Non-participants <input type="checkbox"/>	\$2,000	Send Bill <input type="checkbox"/> Purchase Order # _____
Consulting Firm (Single Office) <input type="checkbox"/>	\$2,500	Check Enclosed <input type="checkbox"/>
Consulting Firms (Multi-use License) <input type="checkbox"/>	\$5,000	Credit Card <input type="checkbox"/> (If paying by Credit Card TCS will send you a link from Paypal).
<i>*Survey format is a PDF and there are no refunds after receiving it.</i>		Check Enclosed []

INDIVIDUAL TO RECEIVE SURVEY REPORT:

NAME: _____
TITLE: _____
ORGANIZATION: _____
ADDRESS: _____

CITY/STATE/ZIP: _____
TELEPHONE: _____
FAX NUMBER: _____
e-Mail _____
SIGNATURE: _____ **DATE:** _____

Please complete and return this form to:

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