



YOUR AGENCY SNAPSHOT

Your Agency
here

OVERVIEW

This information is based on data analytics from 2017 IIANC member agencies.

THE "AVERAGE AGENCY"

Here is some information about the average agency in our sample:

Annual Revenue:

Mean = \$XXX,XXX
Median = \$ XXX,XXX
From P&C: XX%
From LHAS: XX%

LHAS Revenue:

Mean = \$ XXX,XXX
Median = \$X,XXX

Number of employees: X

Revenue per employee:

Mean = \$XX,XXX
Median = \$XX,XXX

KEY METRICS/WHERE DOES YOUR AGENCY RANK

Revenue/employee = **your information here**
Agency ranking = **your information here**

Total revenue = **your information here**
Agency ranking = **your information here**

Your agency percentage of revenue from LHAS = **your information here**
LHAS ranking = **your information here**

Average commission per policy (all agencies) = \$XXX
Your agency average commission per policy = **your information here**

HR/TRAINING

Percentage of staff with professional designations:

Your agency: **your information here**
Average: XX%

Percentage of staff with less than five years of experience:

Your agency: **your information here**
Average: XX%

Annual turnover rate:

Your agency: **your information here**
Average: XX%