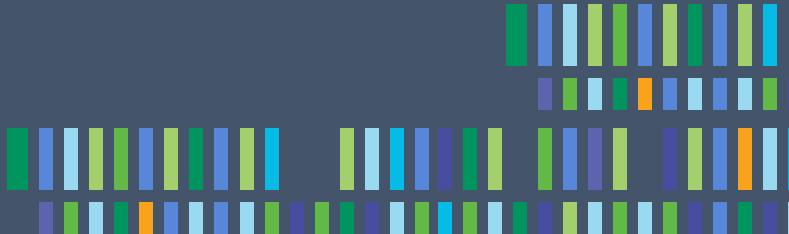




# Compensation survey results

2019-2020 Fiscal year

June 2020



## Introduction

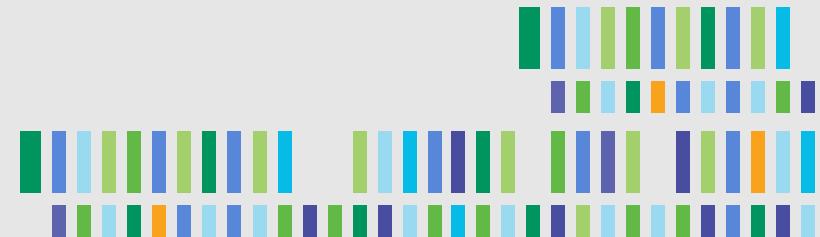
This year's survey included 2019 and 2018 compensation information while encompassing past years' data back to 2014. The number of respondents this year was 45% higher than the 2017 survey, and 42% higher than the 2016 survey.

Wealth Management and Asset Management are the most represented financial sectors, totaling 44% together. 38% of respondents fall into Research/Investment Analyst and Financial Advisor type roles.

The average overall work experience for 2018 and 2019 is nearly 2 years lower than 2017 and prior years. The 2019 average of industry experience is 14 years, the median is 12 years.

In 2017, 6% of respondents had less than 5 years of work experience, whereas in 2018/2019, the total number of respondents with less than 5 years experience was 27%. In 2017, 55% of respondents had less than 15 years of work experience, and in 2018/2019, the number is 64%.

In conclusion, the large number of respondents with less than 5 years of work experience has skewed average survey results to appear lower when adjacent to historical data. While overall salary average was not largely impacted, it's evident that less work experience equates to lower average bonus levels.



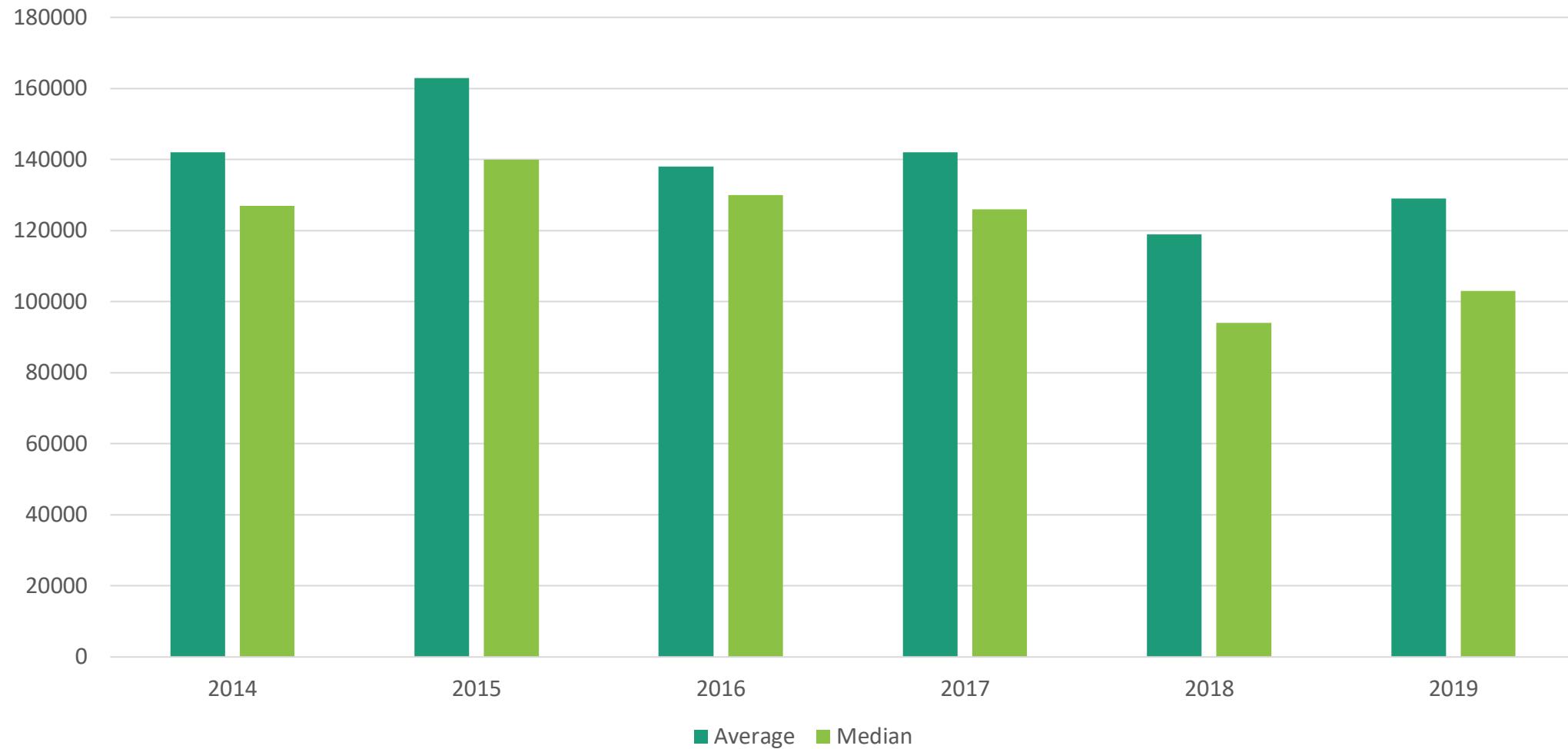
# Historical Trends

Total Number of Survey Respondents



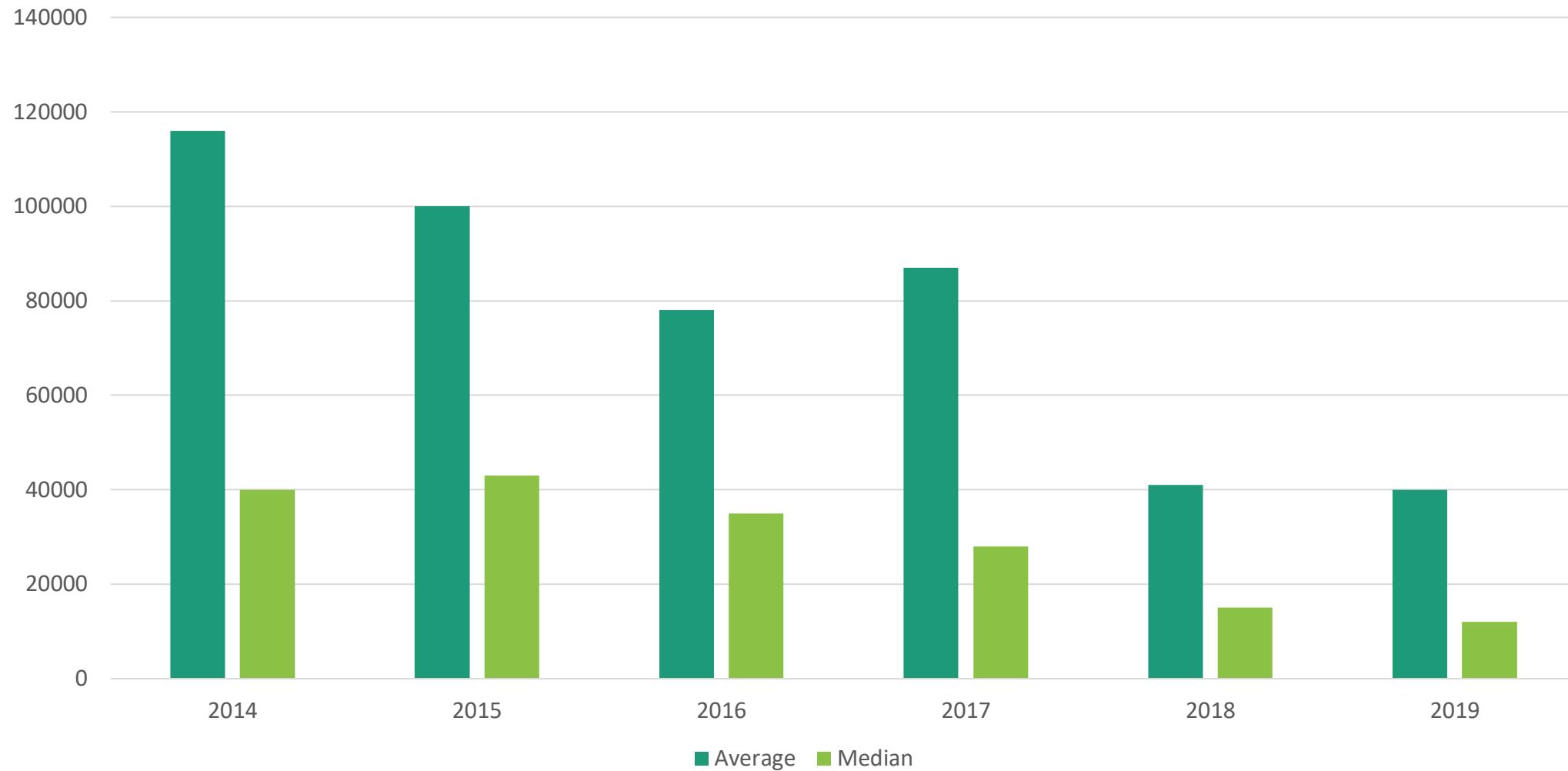
# Historical Trends

## Average & Median Salaries



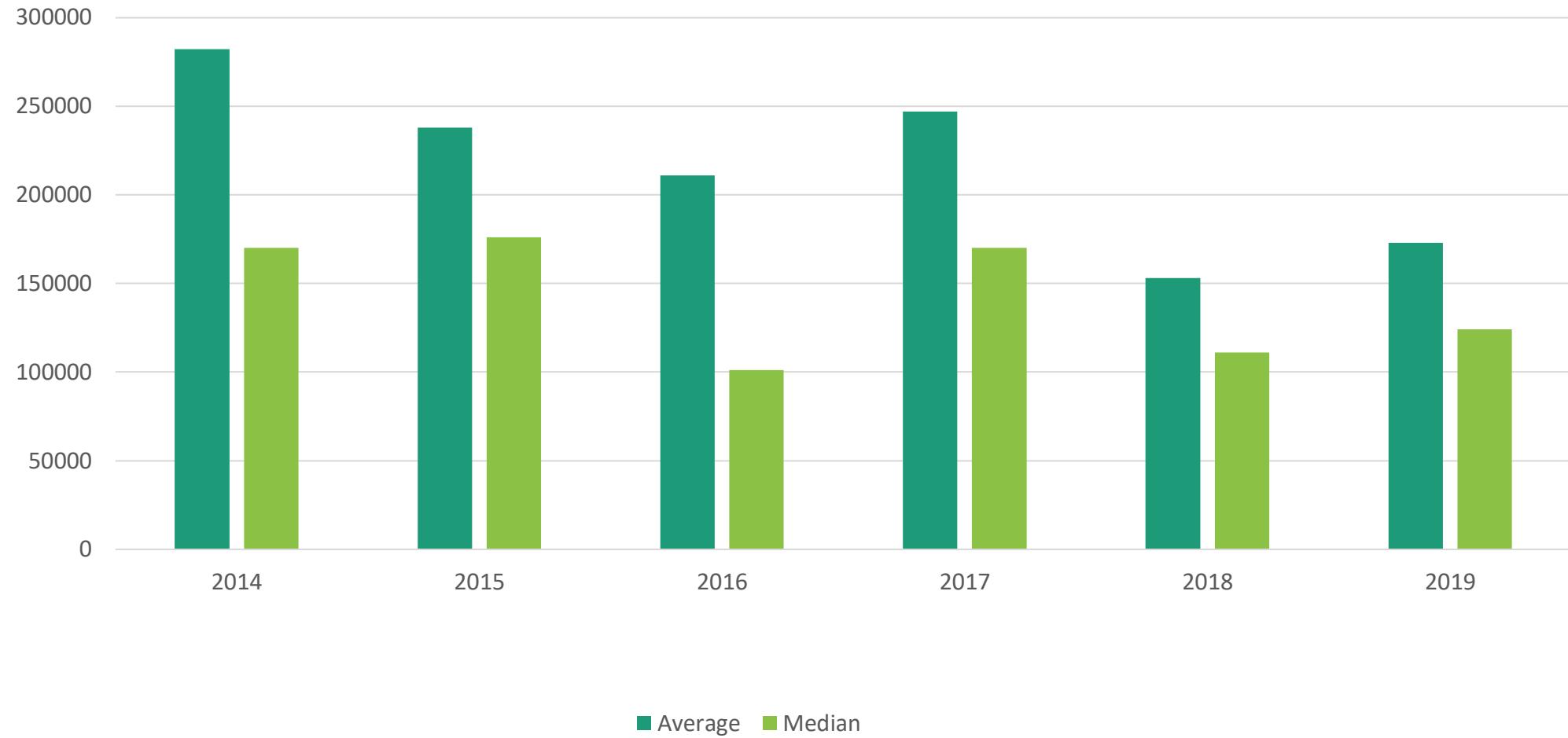
# Historical Trends

## Average & Median Bonuses



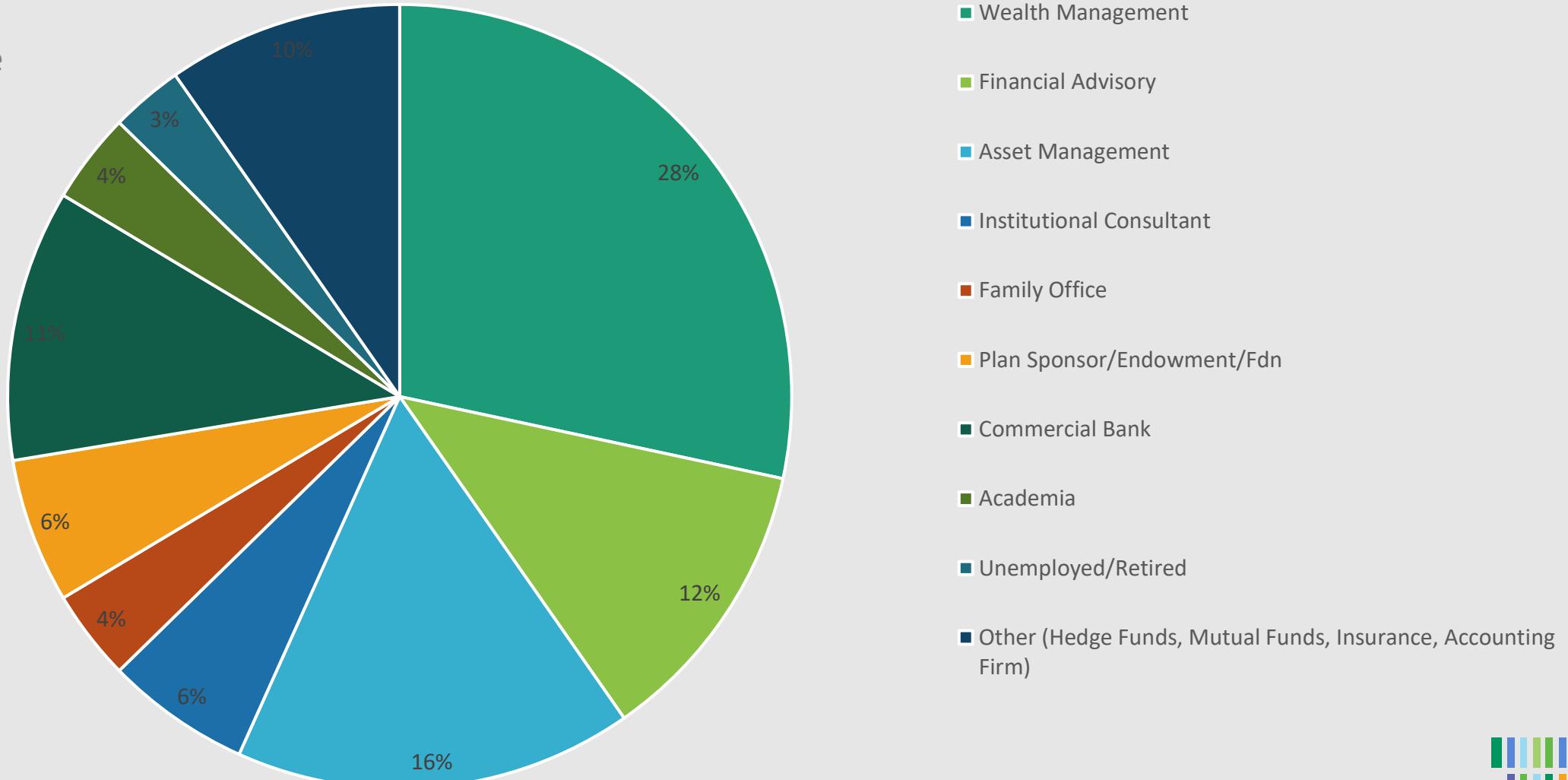
# Historical Trends

## Average & Median Total Comp

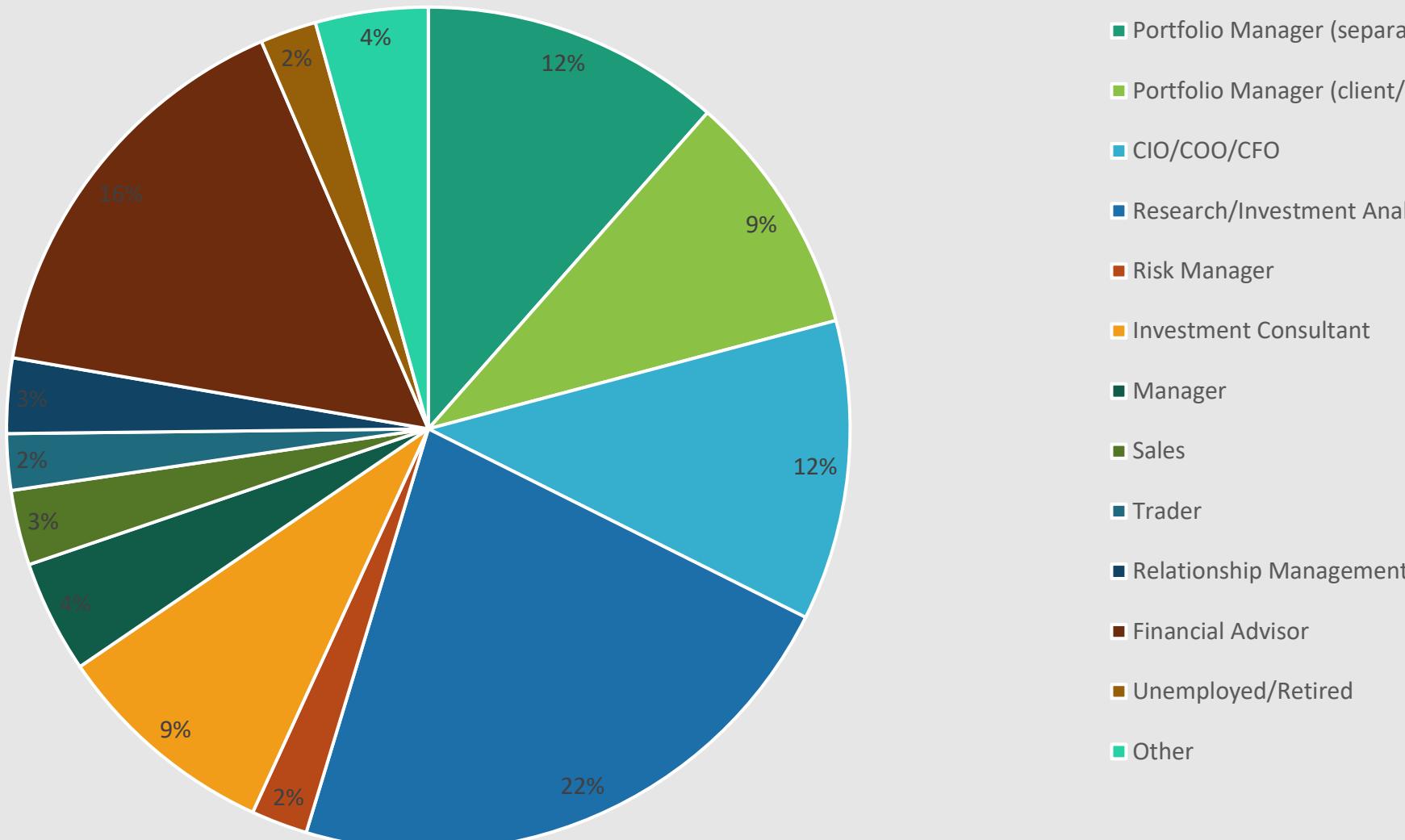


# 2019 Survey Overview –Organization type

Organization Type  
134 Respondents



# 2019 Survey Overview – Roles

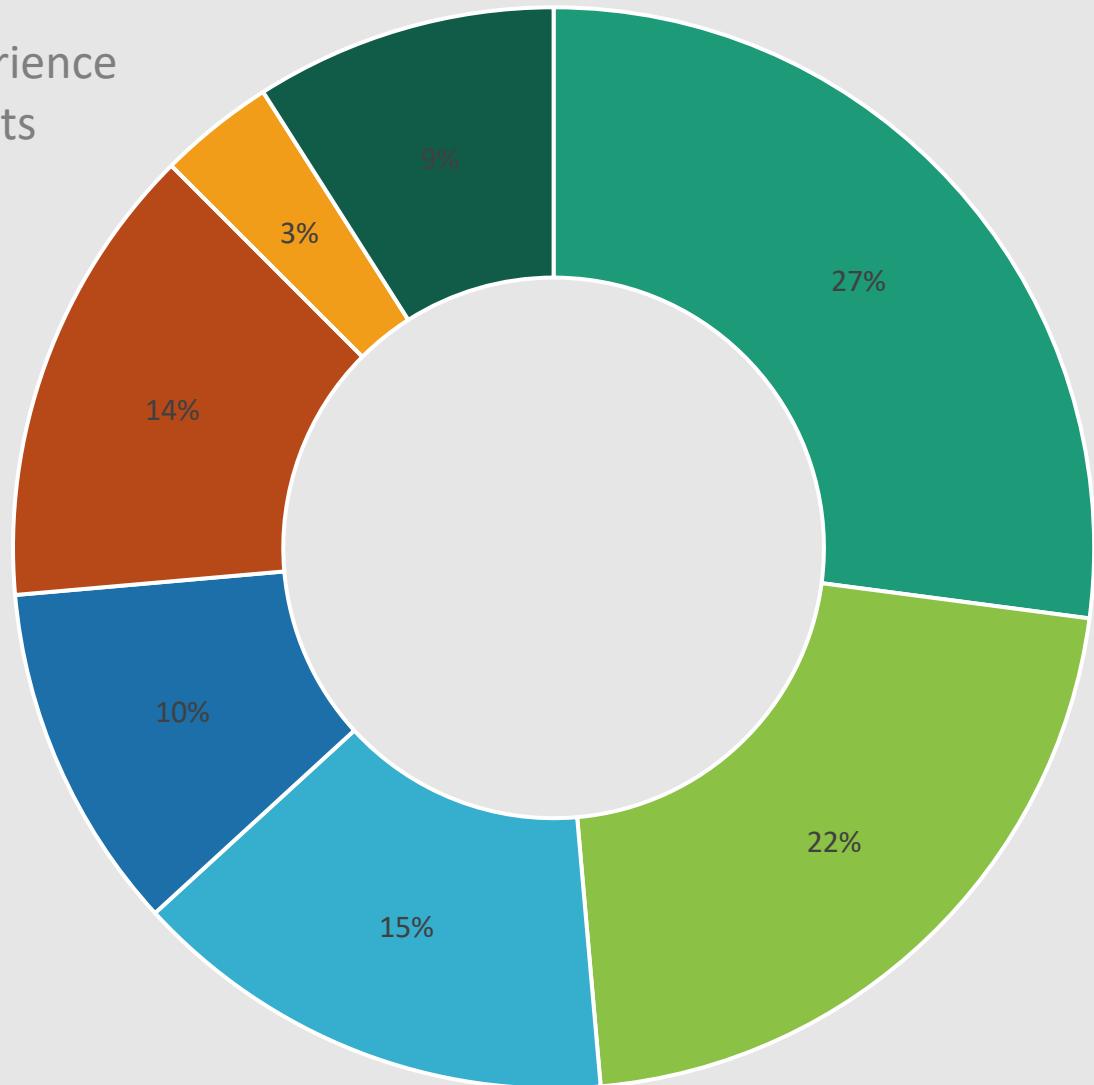


# 2019 Survey Overview – Work Experience



Years of Work Experience

144 Respondents



0-5yr

5-10yr

10-15yr

15-20yr

20-25yr

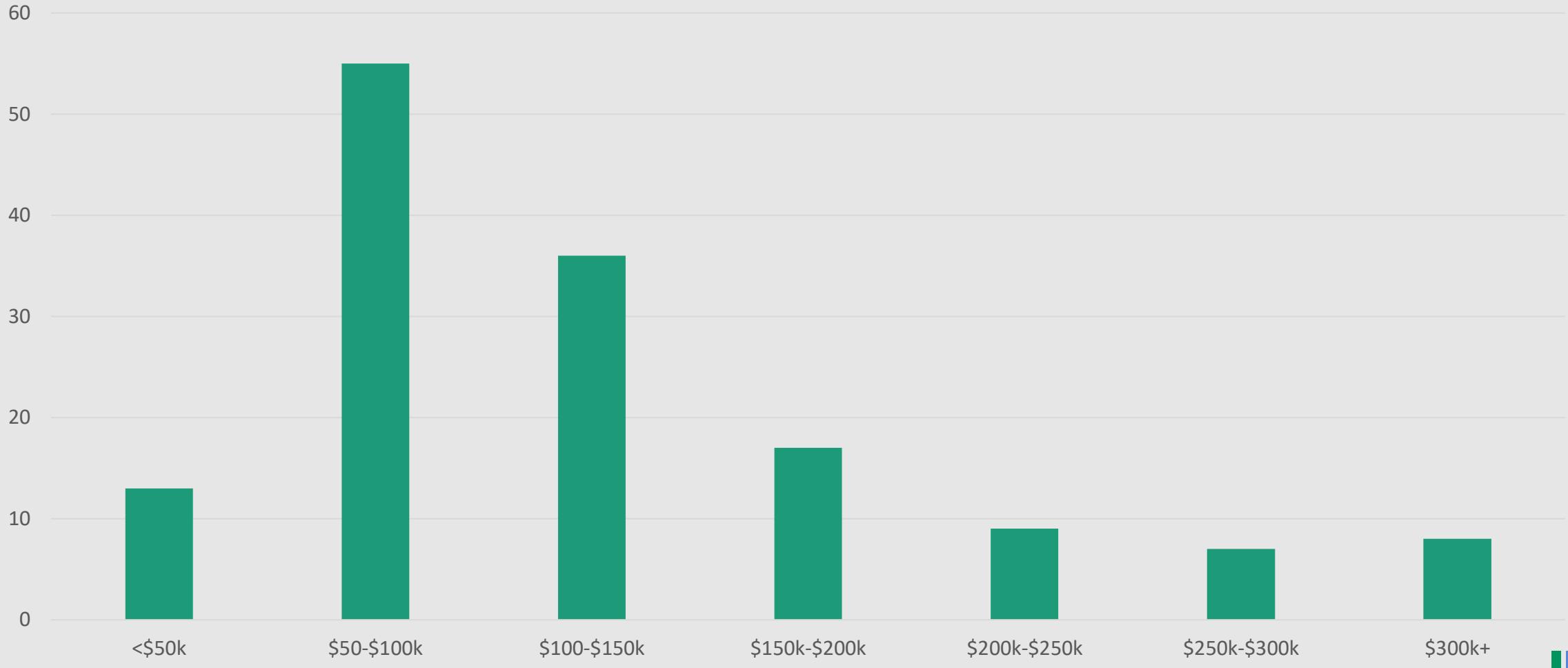
25-30yr

30+yr

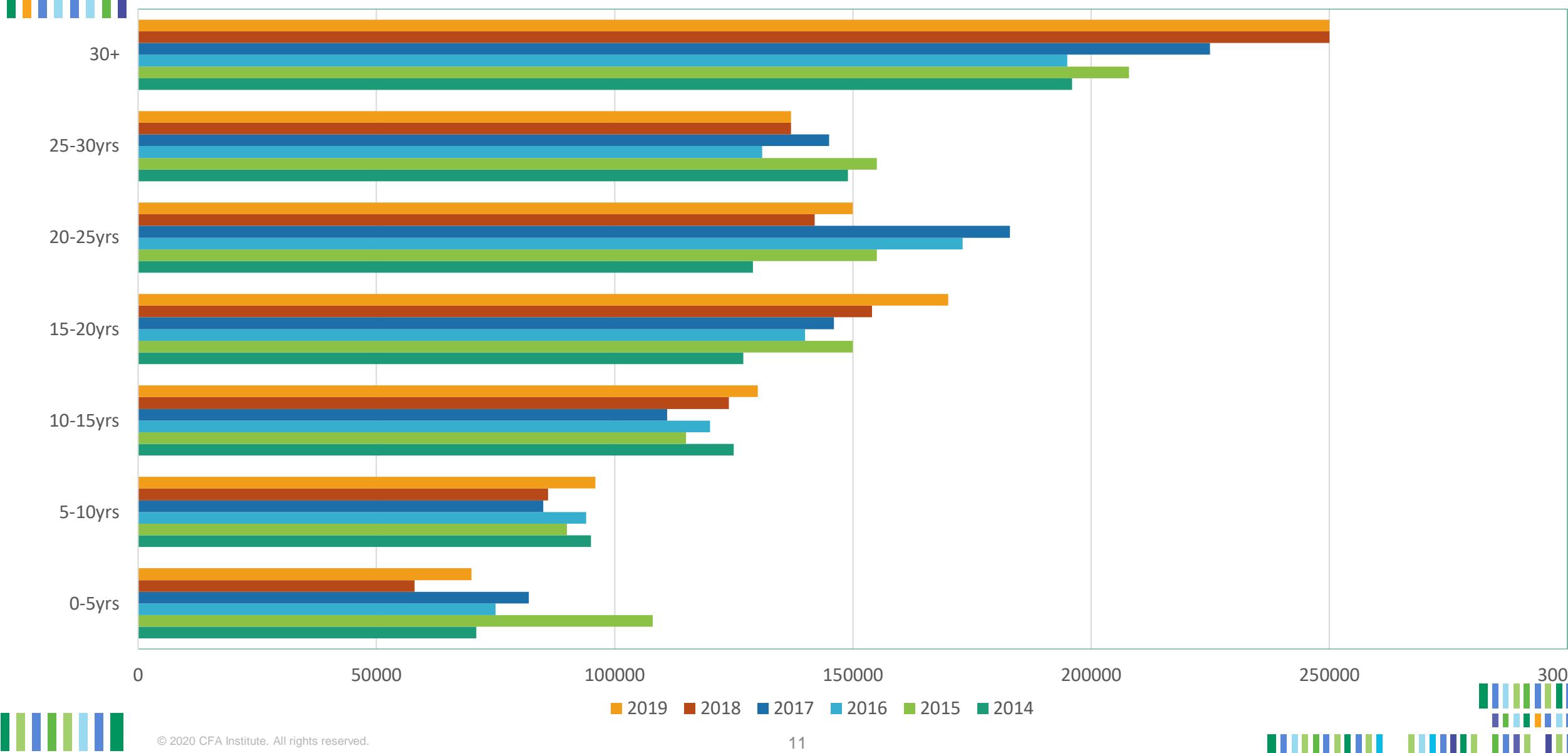
- Half of respondents (51%) have 10 years or more of work experience
- Average amount of work experience is 14 years
- Median is 12 years



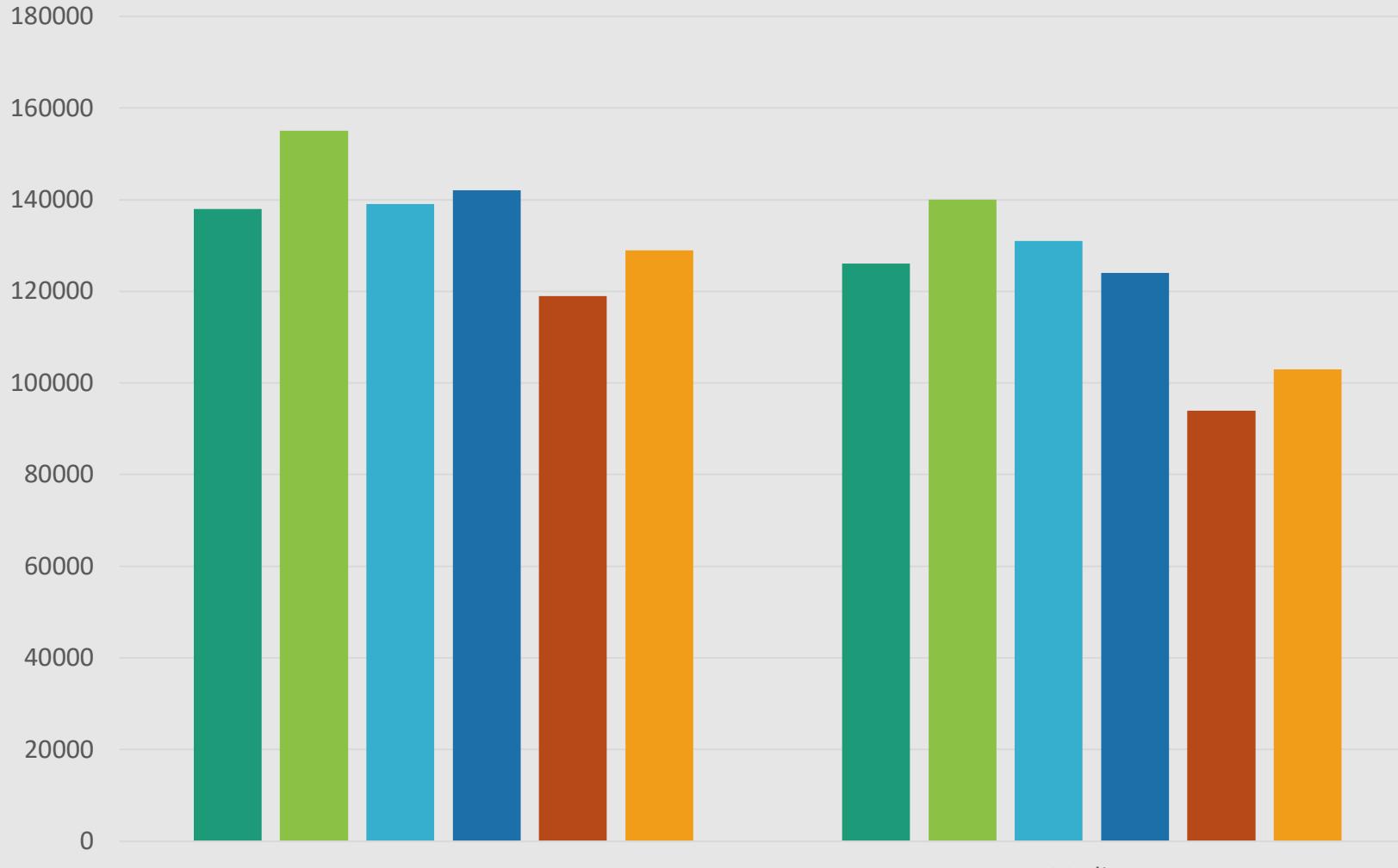
# 2019 Survey Overview - Responses by Salary Level



# Historical Trends – Median Salary by Experience

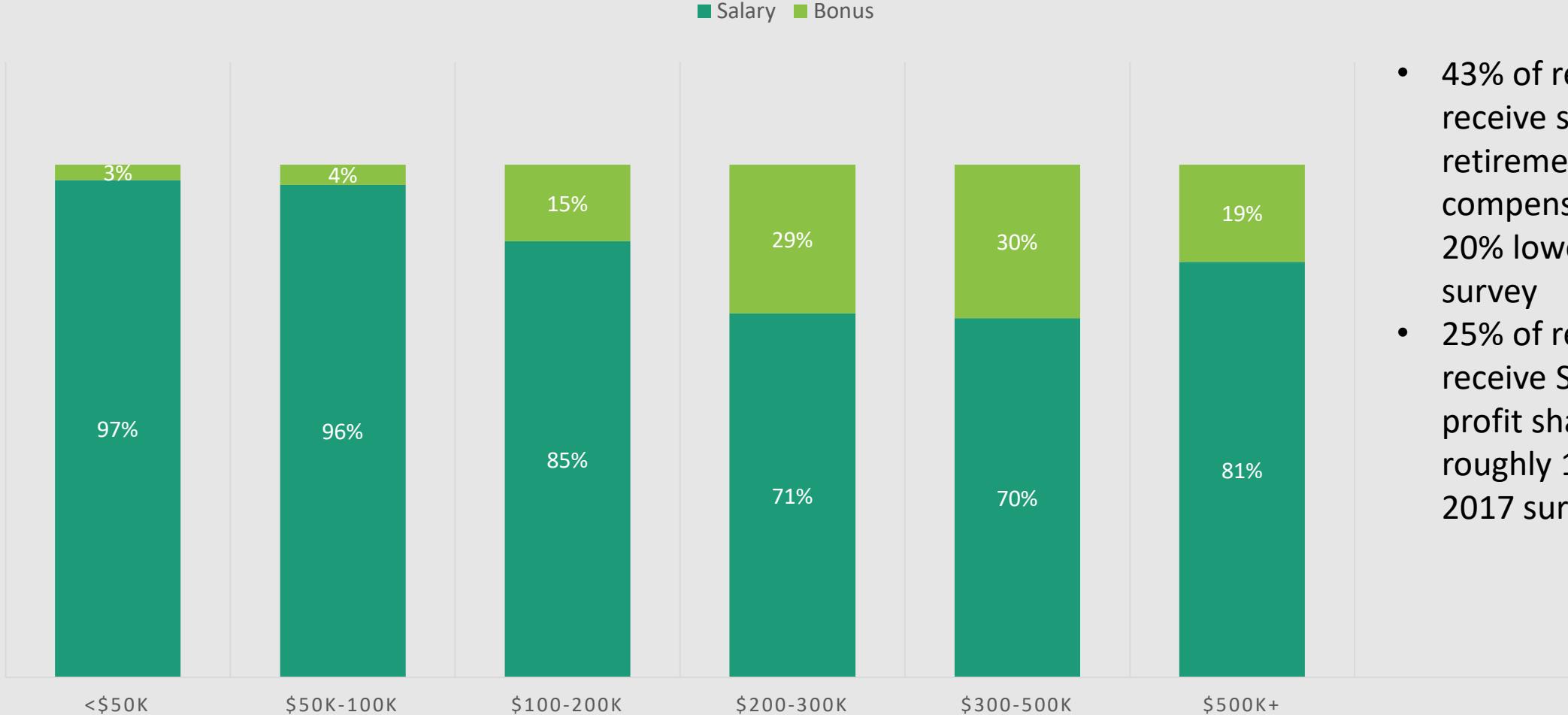


# Historical Trends – Median & Average salary



- 2018 and 2019 had nearly twice the respondents of prior years.
- 2019 average salary is roughly 6% lower than prior years' average
- Average work experience for 2018 & 2019 is 2 years lower than the average of respondents in previous years.

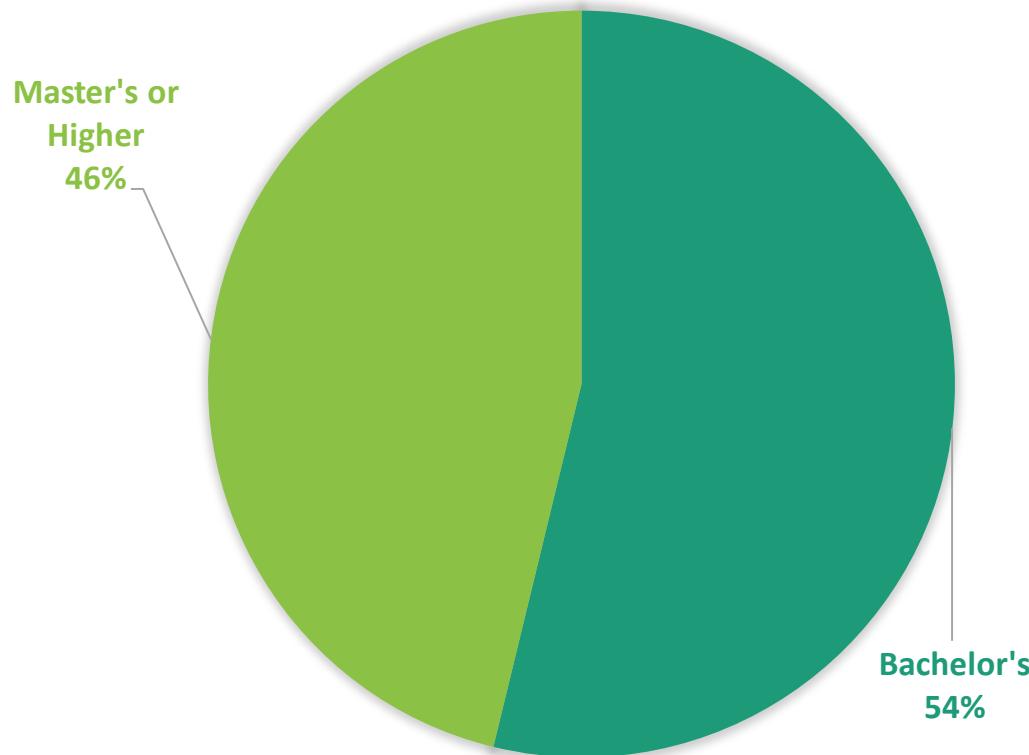
# 2019 Survey - Bonus + Salary Distribution



- 43% of respondents receive some type of retirement compensation – roughly 20% lower than 2017 survey
- 25% of respondents receive Stock options or profit sharing. This is roughly 10% lower than 2017 survey

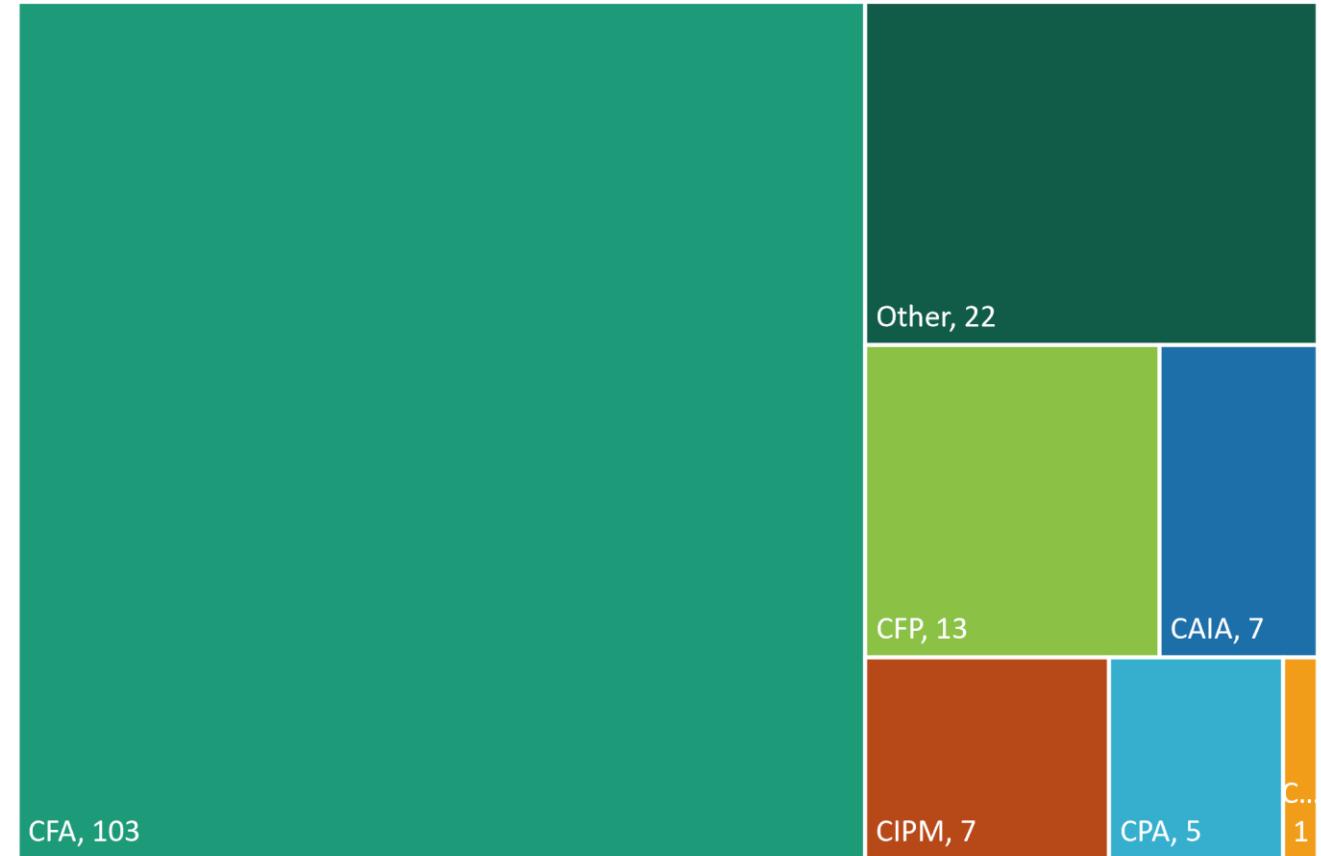
# 2019 Survey - Education and Designations

## EDUCATION

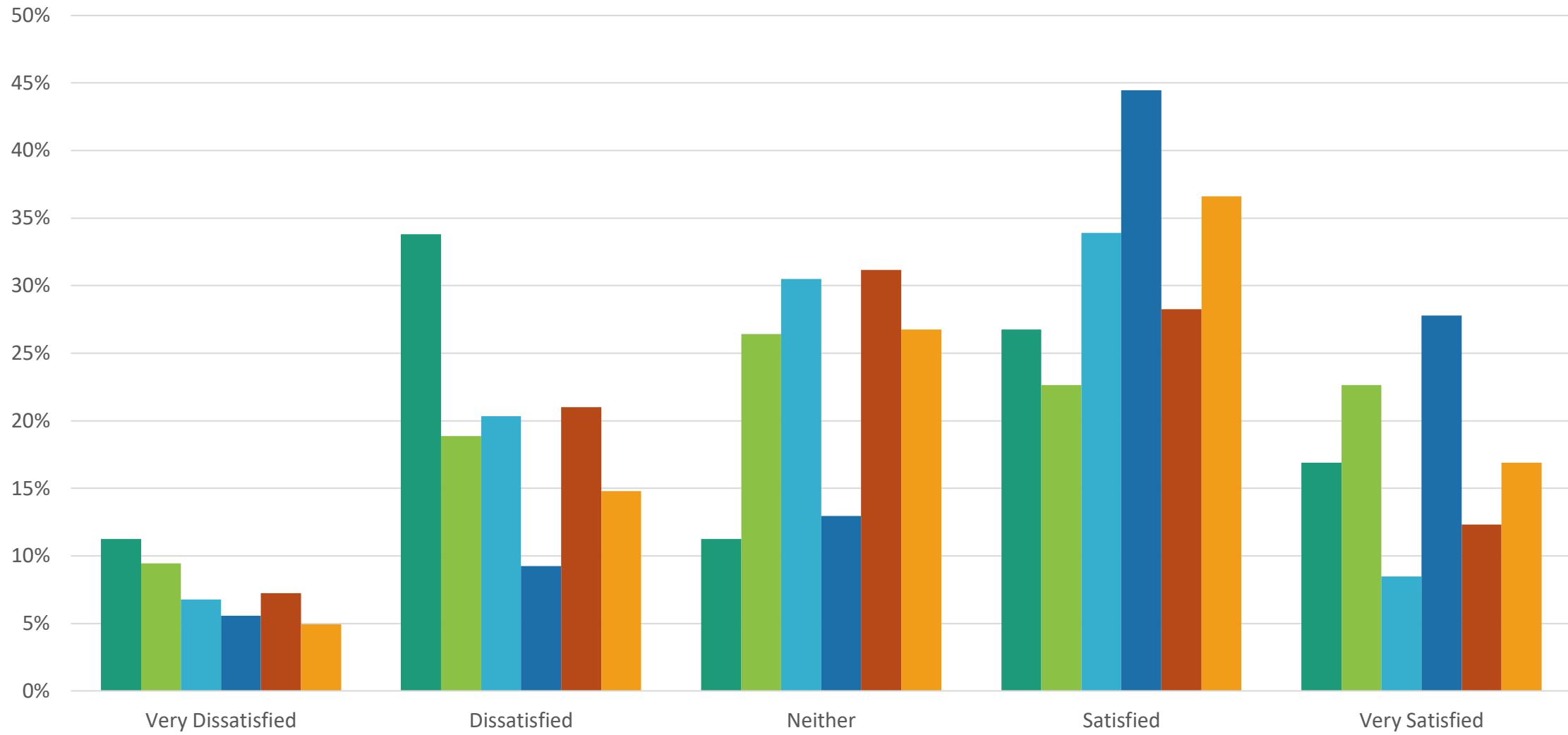


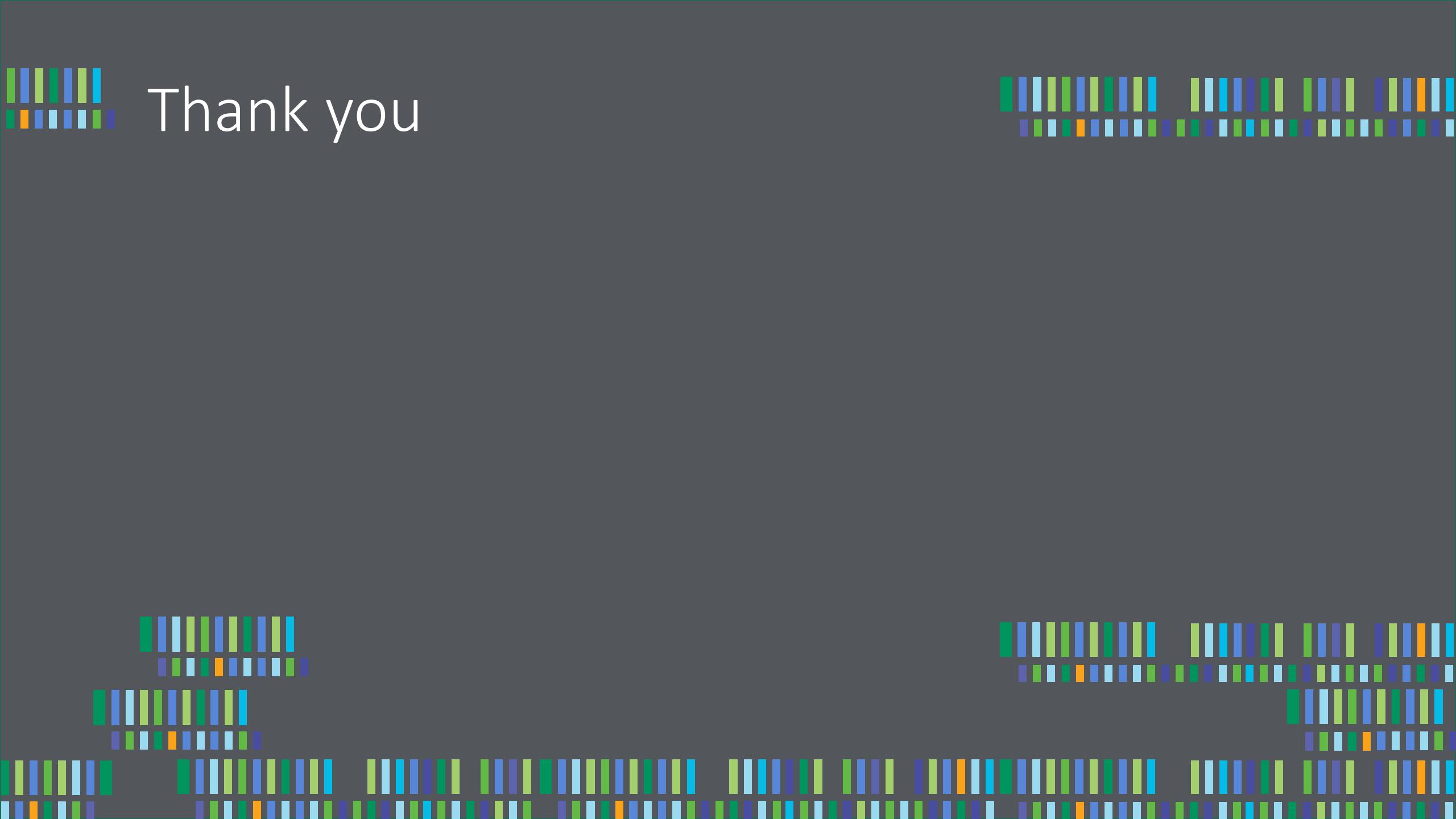
## DESIGNATIONS

■ CFA ■ CFP ■ CPA ■ CAIA ■ CIPM ■ CIMA ■ Other



# Historical Trends - Compensation Satisfaction





Thank you