



C2HR Compensation Surveys

The *Full Report of Results* covers Policies and Practices, including all of the sections below:

- Corporate Operating Statistics: Revenues, Subscribers, Employees
- Field Operating Statistics: Revenues, Subscribers
- Salary Adjustment Budgets
- Formal Short Term Incentive Plans
- Long-Term Incentive Plans
- Long-Term Incentive Award Sizes

Each year, participants select additional policies and practices of interest that year. These subjects are not covered every year, but instead are covered on a rotating basis. Rotational items include:

- Pay Positioning Philosophy
- Variable Pay Design Features
- Sales Incentive Plans
- Time Off Practices
- Benefits and Selected Prerequisites
- Cellular Telephone Policies
- Severance Policies
- Differential Pay Practices
- Automobile Benefits