



PIPELINE

This Agency Management Newsletter is packed with great information and is provided by the Big "I" E&O program as a member benefit.

Check out the October issue!

**Agency Consulting Group, Inc. Annual Composite Group
Edition – 2022/23**

The links below will take you to this year's Composite Groups. We suggest you read all of the sub-headings and print the Composite Group and at least the Group that applies to your agency.

[READ MORE](#)

**2023 Composite Group Study of Agency Performance
*Composite Groups grow into new segments. THE 2023 COMPOSITE
GROUP ISSUE.***

WHAT OUR TABLES MEAN

**2022-2023 Composites Of Agency Operations
Agency Operations Results 2022-2023**

[Download Table](#)

2023 Table 1 Contingencies

**Contingency Income as a Percentage of (prior year) Commissions,
The Contingency Ratio including long term (20 yr, 15 yr, 10 yr and 5
yr) trends for each agency size group.**

[Download Table](#)

2023 Table 2 Gross Profitability Relativity

Since, in many agencies, the producers ARE the owners we have

added Pre-Tax Profits to Exec/Sales Compensation to show the Gross Profit Relativity of each agency size group over the past five years.

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2023 Table 3 Group Productivity

An explanation of the Productivity Factors in an agency, Revenue/Employee, Compensation/Employee and Spread (the difference between the first two) comparing 2023 and 2022.

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2023 Table 4 Historical Productivity

Historical Productivity over ten years for each agency size group

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The Composite Groups

A five year view of the details of each Composite Group and the opportunity for you to enter your agency's data for your own comparison purposes.

2023 Composite Group 1

Compare your agency against your composite group - Net Revenue < \$1,500,000

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2023 Composite Group 2

Compare your agency against your composite group - Net Revenue \$1,500,000 - \$2,500,000

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2023 Composite Group 3

Compare your agency against your composite group - Net Revenue \$2,500,000 - \$3,500,000

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2023 Composite Group 4

**Compare your agency against your composite group - Net Revenue >
\$3,500,000**

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Definition Of Terms

Definition of Terms used for the Composite Groups

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