

US FSS

Financial Services Suite

Evaluate your talent strategy with the help of comprehensive data

The financial services industry is evolving rapidly. Staying on top of the latest compensation trends is key to your organizations long-term success. This survey suite gives you the insights you need to develop a competitive and comprehensive compensation strategy.

**1,294 positions published**[<<View full list>>](#)

Modules available

- **2022 US FSS: Commercial Banking**
- **2022 US FSS: Consumer Finance**
- **2022 US FSS: Financial Operations**
- **2022 US FSS: Financial Technology**
- **2022 US FSS: Insurance**
- **2022 US FSS: Retail Banking**
- **2022 US FSS: Wealth Management**



Data collected

- Base pay
- Long-term incentives
- Organization data
- Pay range minimums and maximums
- Sales incentive eligibility and amounts
- Sales incentive targets
- Short-term incentive eligibility and amounts
- Short-term incentive thresholds, targets, and maximums



385 companies submitting data

[<<View full list>>](#)

Mercer surveys are built using employee data collected from companies. The act of submitting data to a survey is known as survey participation and your company is then viewed as a participant that is entitled to receive these great benefits:

- A discount on the survey results.
- Exclusive invitations to events that provide expert insight into the survey results.
- The ability to compare your data to peer companies or competitors that you select.



Survey schedule

Participation runs from February through April with results published in September.

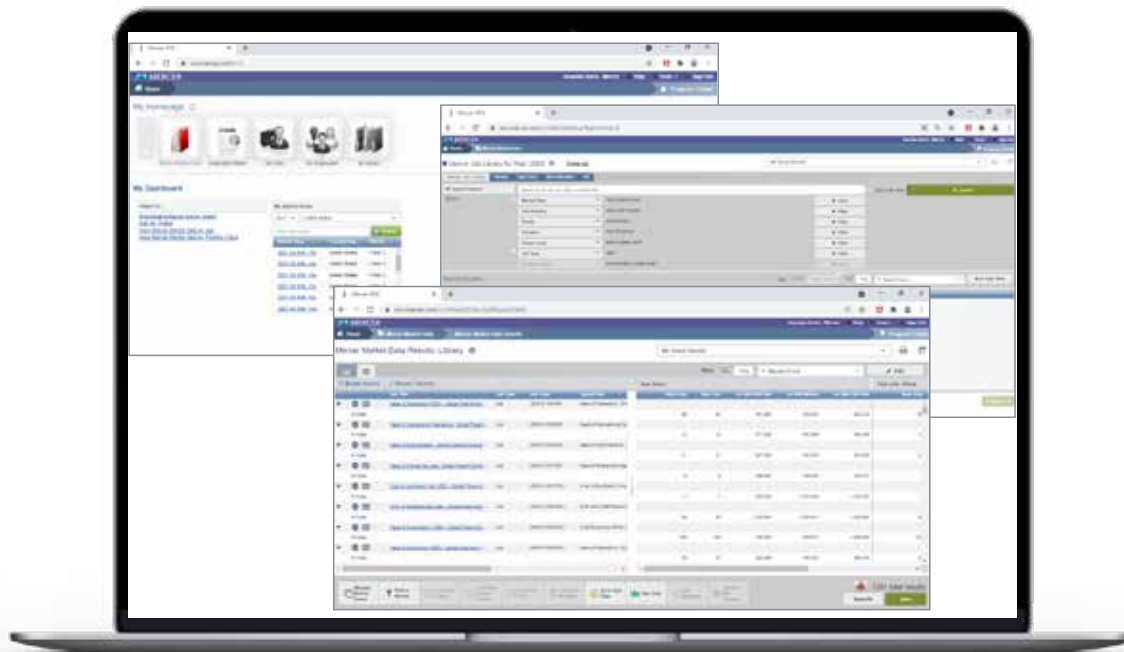


Pricing

Product	Participant	Non-participant
2022 US FSS: Financial Services Suite – Commercial Banking	USD 1,750	USD 5,250
2022 US FSS: Financial Services Suite – Consumer Finance	USD 1,750	USD 5,250
2022 US FSS: Financial Services Suite – Financial Operations	USD 1,750	USD 5,250
2022 US FSS: Financial Services Suite – Financial Technology	USD 2,300	USD 6,900
2022 US FSS: Financial Services Suite – Insurance	USD 1,750	USD 5,250
2022 US FSS: Financial Services Suite – Retail Banking	USD 1,750	USD 5,250
2022 US FSS: Financial Services Suite – Wealth Management	USD 1,750	USD 5,250
2022 US FSS: Financial Services Suite – Flex (any three FSS modules)*	USD 4,600	USD 13,800
2022 US FSS: Financial Services Suite – Full (all seven FSS modules)	USD 8,400	USD 25,200

Mercer WIN®

Survey results are published in Mercer WIN offering you simplified, single-point access to a broad range of data and analytics. Customize your analysis with ease.



Sample report

Compensation Element	No. of Orgs	No. of Obs	*/ **	Inc Wtd 10th %ile	Inc Wtd 25th %ile	Inc Wtd Mean	Inc Wtd Median	Inc Wtd 75th %ile	Inc Wtd 90th %ile
Base Salary	77	503	*	40,000	45,760	60,928	53,456	72,084	91,987
Salary Min	41	106		42,200	48,000	55,714	52,900	61,033	73,960
Salary Mid	42	111		54,700	60,000	71,137	67,100	76,250	94,000
Salary Max	41	106		70,080	72,825	88,052	81,100	95,186	122,200
STI Threshold % Base	6	12	*	--	--	3.1	2.8	--	--
STI Target	34	112	*	2,036	2,668	5,926	4,289	8,542	12,560
STI Target % of Base	34	112	**	--	--	7.2	7.0	--	--
STI Maximum % Base	16	62	**	--	--	11.7	8.0	--	--
STI Actual	28	101	*	1,871	2,367	5,886	4,180	8,114	12,700
STI Actual % Base	28	101	**	--	--	7.2	5.7	--	--
Sales Incentive (Target)	9	53	*	11,692	13,288	19,636	16,513	22,223	30,250
Sales Incentive Target % Base	9	53	**	--	--	28.4	20.0	--	--
Sales Incentive Actual	12	61	*	7,328	13,235	45,910	31,777	70,230	106,142
Sales Incentive Actual % Base	12	61	*	9.7	21.3	94.9	40.9	164.4	244.3
Profit Sharing Actual	2	2	**	--	--	--	--	--	--
Profit Sharing Actual % Base	2	2	**	--	--	--	--	--	--
Total Cash - Target	61	262		49,864	58,334	79,249	74,380	94,791	116,840
Total Cash Target - Receivers	40	155		54,601	69,784	89,263	85,244	102,797	130,082
Total Cash - Actual	77	503	*	40,019	46,010	67,693	56,476	80,000	114,305
Total Cash Actual - Receivers	41	164		56,616	70,716	94,153	88,520	114,902	140,855
LTI (B-S)	5	11	**	--	--	17,845	5,000	--	--
LTI % of Base (B-S)	5	11	*	--	--	20.9	7.6	--	--
TDC Target (B-S)	61	262		49,864	58,334	79,987	75,108	94,825	122,771
TDC Target (B-S), Rcvrs	4	10	*	--	--	--	--	--	--
TDC Actual (B-S)	77	503	*	40,019	46,010	68,083	56,476	81,360	115,461
TDC Actual (B-S) Rcvrs	5	11	*	--	--	100,709	85,982	--	--
Tenure - Organization	73	496	*	0	1	7	3	7	19

Contact us to order or for more information

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