

SAMPLE COMPARISON REPORT comparing July - Dec 2010 to July - December 2009		YOUR PERFORMANCE IS HERE		2010 - A TOP year or just an ORDINARY year?				
GROWTH COMPARED TO July to December 2009		POINTS	Your ranking top / great / avg	RIB Performance Ranges			RIB Average 2.5pts	YOUR % CHANGE or RESULT
				Top = 5pts	Great = 4pts	Ordinary = 2 to 3pts		
TOTAL SALES - RIB avg is UP 135% on the first 6 months of last year - A SAMPLE SCORE/RANK IS INSERTED		2.5	ordinary	196% plus	166% to 195%	100% to 165%	135%	160%
TEMP / CONTRACT SALES - RIB avg is UP 134% on the first 6 months of last year		4	GREAT	196% plus	166% to 195%	100% to 165%	134%	172%
TEMP / CONTRACT HOURS processed - RIB avg is UP 126% on the first 6 months of last year - A RIB Report RECORD HIGH PERIOD		5	TOP	154% plus	141% to 153%	112% to 140%	126%	160%
TEMP / CONTRACT GP as a % of SALES - RIB avg is DOWN from 17.2% last year to 14.4% ytd - A SAMPLE SCORE/RANK IS INSERTED		5	TOP	24% plus	19% to 23%	10% to 18%	14.4%	20%
PERM Placements invoiced in this period - RIB avg is UP 170% on the 6 months of last year				151%	101% to 150%	40% to 100%	70.0%	
PERM \$ VOLUME - RIB avg is UP 145% on the first 6 months of last year				221% plus				
PERM AVG PLACEMENT FEE - RIB avg is down 15% from \$8,100 to \$6,923				\$14,000 plus	\$10,000 to \$14,000	\$4,000 to \$10,000	\$6,923	
GROSS PROFIT - RIB avg is UP 124% on the first 6 months of last year - A SAMPLE SCORE/RANK IS INSERTED		2.5	ordinary	176% plus	151% to 175%	100% to 150%	124%	125%
PROFIT BEFORE TAX - RIB avg is UP 144% on the first 6 months of last year - A SAMPLE SCORE/RANK IS INSERTED		4	GREAT	211% plus	181% to 210%	110% to 180%	144%	205%
EXPENDITURE COMPARED TO July to December 2009								
OPERATING EXPENDITURE is 77% OF GROSS PROFIT - DOWN from 80% last year				56% or less	57% to 61%	61% to 93%	77%	
MANAGEMENT & STAFF expenditure is 53% OF GROSS PROFIT - RIB average is up from 52% last year				42% or less	42% to 45%	46% to 60%	53%	
PRODUCTIVITY COMPARED TO July to December 2009								
GROSS PROFIT PER INCOME PRODUCER - RIB avg is UP 110% on last year				\$246k plus	\$181k to \$245k	\$84k to \$180k	\$132,100	
Gross profit MULTIPLE per \$1 income producer salary & fringe cost - RIB avg is DOWN 5% to \$2.7 (was \$2.85)				\$3.60 plus	\$3.1 to \$3.5	\$2.5 to \$3.0	\$2.74	
GROSS PROFIT PER PERSON - RIB avg is UP 109% year on last year				\$201k plus	\$133k to \$200k	\$55k to \$133k	\$94,100	
Gross profit MULTIPLE per \$1 total salary & fringe cost - RIB avg is DOWN 3% on last year from \$2.14 to \$2.08				\$3.2 plus	\$2.6 to \$3.2	\$1.6 to \$2.6	\$2.08	
TEMP & CONTRACT HOURS PER PERSON - RIB avg is UP by 110% on last year				18,001 plus	11,501 to 18,000	4,500 to 11,500	8,100	
PERM PLACEMENTS PER PERSON - RIB avg is UP by 149% on last year				13 plus	8 to 12	3 to 8	5.5	
PROFIT EFFICIENCY COMPARED TO July to December 2009								
PROFIT BEFORE TAX AS A % OF GROSS PROFIT - RIB Avg is UP at 23%, last years return was 19.5%				44% plus	39% to 43%	7% to 39%	23%	
PROFIT BEFORE TAX AS A % OF SALES - RIB Avg has improved with a return of 5.2%, last year was 4.9%				17% plus	9% to 16%	2% to 8%	5.2%	
PROFIT BEFORE TAX GENERATED FOR EACH \$1 OF SALARY & STAFFING COST - RIB avg is UP 113% from 42c				\$1.31 plus	76c to \$1.3	21c to 75c	\$ 0.47	
YOUR TOTAL POINTS/RANKING HERE		80	GREAT	86pts or more	63pts to 85pts	38pts to 62pts	50pts	