



## **EXECUTIVE BENCHMARKING**

### **HOW TO DETERMINE COST**

Your determination of how much to charge to do Executive Benchmarking should be based on how many executives you are reviewing, if the positions being benchmarked are single or multiple incumbent positions, and if you are making recommendations for each executive.

We typically charge \$1,000 per job/executive when we are making recommendations and writing a final report. If there are multiple employees in the same job, we typically charge \$500 for that second employee. We also typically charge \$500 per job/executive if we are not making any recommendations but are pulling together a final report.

Finally, you should establish your own pricing based on what your market will bear. We often find a consultant new to this area will start with lower pricing and then raise their pricing once they have some client testimonials and experience in completing executive benchmarking reviews.