

# Registered Financial Representatives per Trade Operations & Support Employee

*Benchmarks, Definition & Measurement Details*

**SAMPLE  
CONTENT & DATA**



# Financial Representatives per Operations & Support Employee

Definition & Measurement Details



## What is Registered Financial Representatives per Trade Operations & Support Employee?

The number of registered financial representatives (captive or independent) divided by the total number of Trade Operations & Support employee working for the company over the same period of time.

### Why should this KPI be measured?

Registered Financial Representatives per Trade Operations & Support Employee measures the number of financial representatives that each Trade Operations & Support employee can assist. A lower than average

### How is this KPI calculated?

Two values are used to calculate this KPI: (1) the total number of registered financial representatives for the company, and (2) the total number of Trade Operations & Support employees working for

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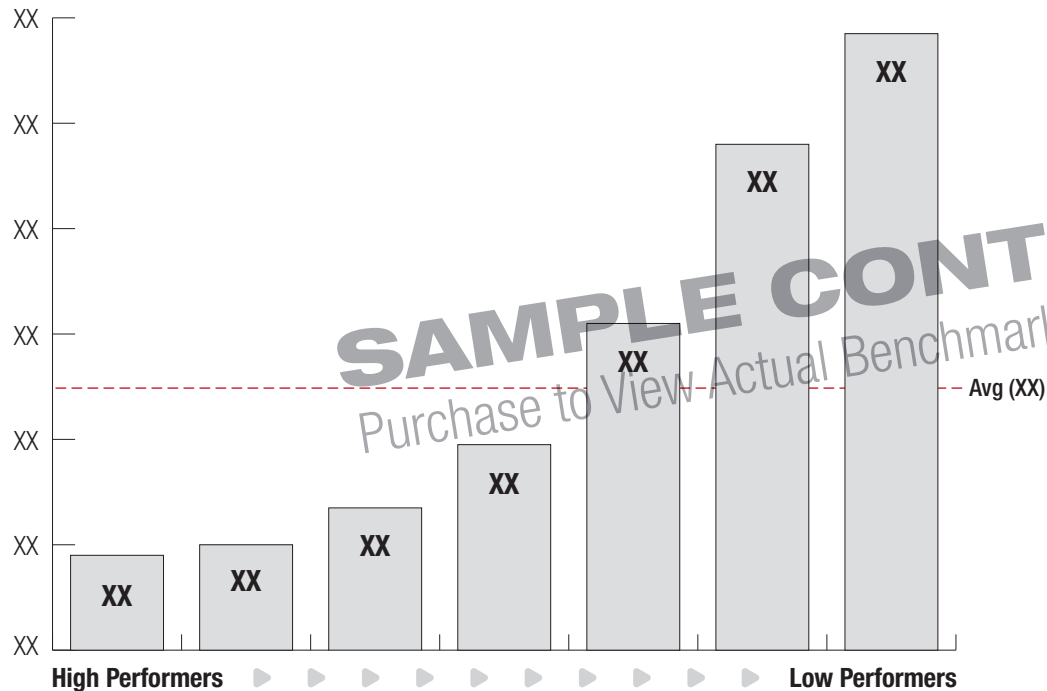
# Financial Representatives per Operations & Support Employee

Benchmarks & Characteristics of High Performers



## Registered Financial Representatives per Trade Operations & Support Employee

Number of Registered Financial Representatives / Number of Trade Operations & Support Employees



### Characteristics of High Performers

- KPIs are well-defined, tracked and tied to performance reviews
- Robust self-service options for customer

Sample Size: XX

KPI Type: XX

Unit: XX

Is High or Low Best?: XX

**How to read this chart:** This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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