# **Retail Branch Span of Control**

Benchmarks, Definition & Measurement Details





# **Retail Branch Span of Control**

Definition & Measurement Details



### **What is Retail Branch Span of Control?**

The average number of retail branch employees reporting to each retail branch manager at a certain point in time (i.e., direct reports per retail branch manager/director).



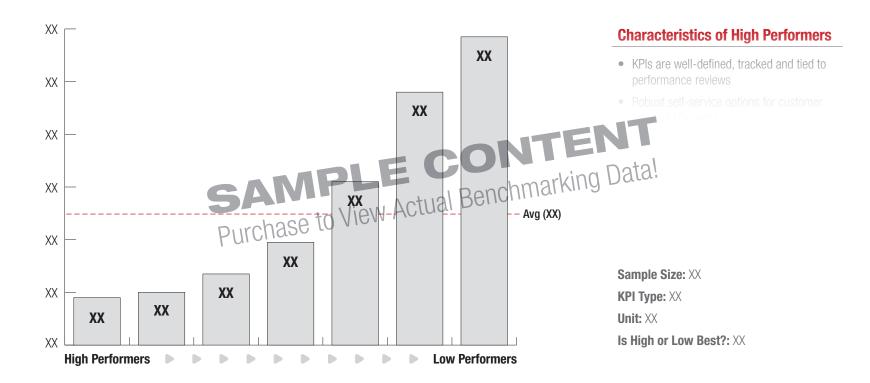
# **Retail Branch Span of Control**

Benchmarks & Characteristics of High Performers



### **Retail Branch Span of Control**

Sum of Direct Reports for All Managers / Number of Managers



**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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