

## Interquartile Base Salaries

## Long Term Care

### 13 Top Reimbursement Executive

	Minimum	25th Percentile	50th Percentile	Average	75th Percentile	Maximum	Avg. Bonus	Bonus %	Avg. Revenue
Category A	--	--	--	--	--	--	--	--	--
Category B	63,000	93,657	103,000	97,285	106,841	114,000	4,613	4.74 %	133,737,893
Category C	98,174	125,750	173,800	170,496	214,000	242,000	35,666	20.92 %	1,528,672,562
Total	63,000	100,986	111,591	133,891	163,850	242,000	20,139	15.04 %	831,205,227

### 14 Top Risk Management Executive

	Minimum	25th Percentile	50th Percentile	Average	75th Percentile	Maximum	Avg. Bonus	Bonus %	Avg. Revenue
Category A	--	--	--	--	--	--	--	--	--
Category B	64,300	88,388	103,000	104,756	108,000	160,700	4,955	4.73 %	124,573,937
Category C	--	--	--	--	--	--	--	--	--
Total	64,300	89,322	105,400	127,196	152,100	309,005	35,470	27.89 %	578,605,643

### 15 Top Quality Assurance Executive

	Minimum	25th Percentile	50th Percentile	Average	75th Percentile	Maximum	Avg. Bonus	Bonus %	Avg. Revenue
Category A	--	--	--	--	--	--	--	--	--
Category B	60,000	88,130	134,000	117,937	147,500	162,300	11,810	10.01 %	136,463,063
Category C	--	--	--	--	--	--	--	--	--
Total	60,000	96,715	121,500	118,625	142,750	175,000	20,969	17.68 %	607,258,366

### 16 Top Marketing Executive

	Minimum	25th Percentile	50th Percentile	Average	75th Percentile	Maximum	Avg. Bonus	Bonus %	Avg. Revenue
Category A	79,000	80,700	90,000	91,599	102,000	106,295	8,800	9.61 %	30,963,800
Category B	65,478	82,650	117,600	122,016	143,450	211,150	13,834	11.34 %	117,778,553
Category C	67,980	126,125	177,000	174,497	211,000	293,500	60,029	34.40 %	1,653,451,322
Total	65,478	80,700	113,600	128,528	164,000	293,500	23,914	18.61 %	468,977,067

### 17 Top Information Systems Executive

	Minimum	25th Percentile	50th Percentile	Average	75th Percentile	Maximum	Avg. Bonus	Bonus %	Avg. Revenue
Category A	71,000	87,000	92,500	93,420	96,600	120,000	--	--	31,701,578
Category B	66,153	102,750	115,262	117,304	129,230	206,000	8,261	7.04 %	109,244,812
Category C	190,000	194,652	201,250	226,380	266,000	280,000	61,259	27.06 %	1,520,141,586
Total	66,153	97,950	118,250	136,666	176,250	280,000	18,428	13.48 %	412,279,707

### 18 Top Training Executive

	Minimum	25th Percentile	50th Percentile	Average	75th Percentile	Maximum	Avg. Bonus	Bonus %	Avg. Revenue
Category A	--	--	--	--	--	--	--	--	--
Category B	74,256	80,808	89,000	92,953	103,450	118,900	6,034	6.49 %	128,054,047
Category C	97,700	106,550	116,037	117,653	124,075	146,000	12,674	10.77 %	1,416,784,655
Total	74,256	86,225	101,421	102,613	117,200	146,000	8,449	8.23 %	673,518,664

A "--" indicates insufficient data for analysis

## **VII. Stock Option Plan**

Does the Company offer a Stock Option Plan?

<b>% of Facilities YES</b>	<b>14.3</b>
<b>% of Facilities NO</b>	<b>85.7</b>
<b>Total # of Facilities</b>	<b>28</b>

## **VIII. Tax Sheltered Annuity**

Does the Company offer a Tax-Sheltered Annuity Program in which the employer does not match?

<b>% of Facilities YES</b>	<b>35.7</b>
<b>% of Facilities NO</b>	<b>64.3</b>
<b>Total # of Facilities</b>	<b>28</b>

Does the Company offer a Tax-Sheltered Annuity Program in which the employer does match?

<b>% of Facilities YES</b>	<b>9.1</b>
<b>% of Facilities NO</b>	<b>90.9</b>
<b>Total # of Facilities</b>	<b>22</b>