



Memo: Benchmarking Data

One of the greatest opportunities to improve your business's chances for success is to compare and contrast your business with others in your field.

There are a variety of resources available for you to do this. The following are some options that we have found to be beneficial (you should also contact your *industry association*):

- The Risk Management Association (RMA) is a service that collects data by industry from financial industries and is fairly easy to access.
 - Contact them at www.rmahq.org
The Risk Management Association
1801 Market Street, Suite 300
Philadelphia, PA 19103-1628
Phone 215-446-4000
- Sageworks provides industry data on private companies.
 - Contact them at www.sageworks.com
5565 Centerview Drive
Raleigh, NC 27606
Phone 866-603-7029 option 2
- National Electrical Contractors Association
 - Contact them at www.financialbenchmarker.com/necabenchmarker
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