

2005/2006 Marketing Department Salary Information Updated December 11th, 2006

CUMULATIVE -- ALL RESPONDENTS (In cities across the US)**

		Base Sala	Annual Bonus (2005)					
	Respondents	Average	High	Low	Respondents	Average %	High	Low
CMO	2	\$335,000	\$350,000	\$320,000	0			
Director	25	\$165,520	\$330,000	\$53,000	20	11.3%	20.1%	0.0%
Manager	55	\$112,491	\$185,000	\$65,000	31	7.6%	16.0%	0.0%
Specialist*	23	\$79,570	\$140,000	\$49,400	10	6.6%	12.1%	0.1%
Coordinator	28 .	\$58,861	\$77,500	\$36,000	15	4.9%	14.0%	0.0%
Assistant	6	\$40,083	\$45,000	\$37,000	1	3.7%		

Firm Size: <200 Lawyers

		Base Sala	Annual Bonus (2005)					
	Respondents	Average	High	Low	Respondents	Average %	High	Low
СМО	0				0			
Director	5	\$87,600	\$110,000	\$53,000	4	6.3%	9.1%	3.7%
Manager	1	\$65,000			1	0.0%		
Specialist*	1	\$90,000			0			
Coordinator	2	\$60,000	\$75,000	\$45,000	1	2.2%		
Assistant	1	\$37,000			0			

Firm Size: 200-599 Lawyers

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	Base Sala	Annual Bonus (2005)					
Respondents	Average	High	Low	Respondents	Average %	High	Low
2	\$335,000	\$350,000	\$320,000	0			
9	\$156,667	\$185,000	\$125,000	8	12.1%	20.1%	0.0%
14	\$95,143	\$135,000	\$68,000	5	8.4%	14.1%	1.9%
9	\$79,722	\$140,000	\$50,000	2	3.8%	6.9%	0.1%
12	\$60,708	\$81,000	\$36,000	7	4.8%	10.0%	1.7%
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	2 9 14 9	Respondents Average 2 \$335,000 9 \$156,667 14 \$95,143 9 \$79,722	2 \$335,000 \$350,000 9 \$156,667 \$185,000 14 \$95,143 \$135,000 9 \$79,722 \$140,000	Respondents Average High Low 2 \$335,000 \$350,000 \$320,000 9 \$156,667 \$185,000 \$125,000 14 \$95,143 \$135,000 \$68,000 9 \$79,722 \$140,000 \$50,000	Respondents Average High Low Respondents 2 \$335,000 \$350,000 \$320,000 0 9 \$156,667 \$185,000 \$125,000 8 14 \$95,143 \$135,000 \$68,000 5 9 \$79,722 \$140,000 \$50,000 2 12 \$60,708 \$81,000 \$36,000 7	Respondents Average High Low Respondents Average % 2 \$335,000 \$350,000 \$320,000 0 9 \$156,667 \$185,000 \$125,000 8 12.1% 14 \$95,143 \$135,000 \$68,000 5 8.4% 9 \$79,722 \$140,000 \$50,000 2 3.8% 12 \$60,708 \$81,000 \$36,000 7 4.8%	Respondents Average High Low Respondents Average % High 2 \$335,000 \$350,000 0 0 0 9 \$156,667 \$185,000 \$125,000 8 12.1% 20.1% 14 \$95,143 \$135,000 \$68,000 5 8.4% 14.1% 9 \$79,722 \$140,000 \$50,000 2 3.8% 6.9% 12 \$60,708 \$81,000 \$36,000 7 4.8% 10.0%

Firm Size: 600-999 Lawyers

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		Base Sala	Annual Bonus (2005)					
	Respondents	Average	High	Low	Respondents	Average %	High	Low
CMO	0				0			
Director	7	\$208,571	\$330,000	\$150,000	6	14.7%	20.0%	6.7%
Manager	25	\$120,140	\$185,000	\$75,000	18	8.5%	16.0%	0.0%
Specialist*	6	\$83,533	\$90,000	\$70,000	6	6.3%	10.7%	1.7%
Coordinator	5	\$59,860	\$71,000	\$49,500	5	6.8%	14.1%	2.0%
Assistant	3	\$41,833	\$45,000	\$40,000	1	3.7%		

Firm Size: 1000-1399 Lawyers

		Base Sala	Annual Bonus (2005)					
	Respondents	Average	High	Low	Respondents	Average %	High	Low
CMO	0				0			
Director	3	\$206,667	\$240,000	\$160,000	2	8.4%	16.7%	0.0%
Manager	5	\$113,000	\$150,000	\$80,000	3	6.1%	10.8%	2.5%
Specialist*	5 .	\$73,280	\$105,000	\$49,400	2	10.3%	12.1%	8.4%
Coordinator	5	\$51,440	\$65,000	\$45,000	1	0.0%		
Assistant	1	\$40,000			0			

Firm Size: 1401+ Lawyers

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	Base Sala	Annual Bonus (2005)					
Respondents	Average	High	Low	Respondents	Average %	High	Low
0				0			
1	\$210,000			0			
10	\$122,150	\$160,000	\$80,000	4	5.8%	14.1%	0.0%
2	\$77,500	\$80,000	\$75,000	0			
4	\$60,750	\$70,000	\$50,000	1	4.3%	E S	
1	\$38,000			0			
	0 1 10 2	Respondents Average 0 1 \$210,000 10 \$122,150 2 \$77,500 4 \$60,750	Base Salary (2006) Respondents Average High 0 1 \$210,000 10 \$122,150 \$160,000 2 \$77,500 \$80,000 4 \$60,750 \$70,000	Base Salary (2006) Respondents Average High Low 0 1 \$210,000 10 \$122,150 \$160,000 \$80,000 2 \$77,500 \$80,000 \$75,000 4 \$60,750 \$70,000 \$50,000	Base Salary (2006) Respondents Average High Low Respondents 0 0 0 1 \$210,000 0 0 10 \$122,150 \$160,000 \$80,000 4 2 \$77,500 \$80,000 \$75,000 0 4 \$60,750 \$70,000 \$50,000 1	Respondents Average High Low Respondents Average % 0 0 0 0 1 \$210,000 0 0 10 \$122,150 \$160,000 \$80,000 4 5.8% 2 \$77,500 \$80,000 \$75,000 0 4 4.3% 4 \$60,750 \$70,000 \$50,000 1 4.3%	Base Salary (2006) Annual Bonus (2005) Respondents Average High Low Respondents Average % High 0 </td

^{*} The Specialist title includes:

Administrator, Advisor, Analyst, Assistant Manager, Database Steward, Senior Coordinator, Supervisor, Writer

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^{**} The 139 respondents are located in cities around the country, with 58% working in New York City offices.