



## Identity & Scope

**Legal Name:** Smith Attorneys

**Subject / Party:** John Smith

**Effective Date:** 2025-09-16

**Hours/week (FTE):** 40 (1.00 FTE)

**As of:** September 2025

**DBA Name:** Smith Law

**Occupation (SOC):** Insurance Sales Agents (SOC 41-3021)

**OEWS/MSA Year:** 2024

**Payment Frequency:** Monthly

**ZIP (locality):** -

**EIN:** 12-3456789

**Location (MSA):** GA

**Benefits Markup:** 30%

**Source Type:** STATE

**Industry (NAICS bucket):** finance\_insurance

## Nowcast vs Baseline\*

**BLS Baseline (May 2024):** \$107,848 (annual P75)

**Current (as-of September 2025):** \$112,783 (same percentile)

Index	Series / Notes	Factor	Weight
ECI	ECI_FINANCE_ALL_EMP	1.043x	78% weight
AHE	AHE_SUPERSECTOR_FINANCE vs AHE_TOTAL_PRIVATE	1.054x	22% weight

Locality adjustment not applied (using area baseline).

\*Nowcast reliability note: As-of month is 16 months from the OEWS baseline.

## Compensation Percentiles

Percentile	Hourly	Annual (×2,080)	RSE
Entry (10th)	\$22.50	\$46,807	12.1%
Junior (25th)	\$28.08	\$58,403	12.1%
Mid (50th)	\$32.82	\$68,259	12.1%
<b>Senior (75th)</b>	<b>\$54.22</b>	<b>\$112,783</b>	<b>12.1%</b>
Top (90th)	\$105.49	\$219,419	12.1%

## Attorney Case File Use

**Case Caption:** Smith v. Smith

**Court / Jurisdiction:** Superior Court of Georgia

**Case Number:** 123456

### Purpose of analysis:

Supporting earning - capacity / market compensation analysis for settlement discussions or court filings.

This memo is a supporting compensation analysis based on BLS data and stated assumptions. It is not legal advice and does not replace attorney judgment, court-specific requirements, or a vocational evaluation where one is needed.

### Case notes:

Optional case notes.

## Job Description & More BLS Information

- Identify, contact, and develop new business prospects through networking, referrals, and marketing strategies.
- Conduct cold calls, emails, and in-person meetings to generate new leads and build a robust sales pipeline.
- Present and sell various insurance products (e.g., auto, property, life, health) to individuals and businesses.
- [Learn more: https://www.bls.gov/ooh/sales/insurance-sales-agents.htm](https://www.bls.gov/ooh/sales/insurance-sales-agents.htm)

\*The BLS Occupational Outlook Handbook link above contains more general BLS information for this occupation.

## Chosen Salary & Assumptions

**Base Pay:** \$100,000

### Adjustments:

Top insurance sales agent in region for 3 years in a row, entitled to bonuses when reaching certain goals.

## Methodology & RSE

Wage percentiles are from the U.S. Bureau of Labor Statistics **Occupational Employment and Wage Statistics (OEWS)** for the selected occupation and area. If enabled, a benefits markup is applied to estimate total employer cost. Hours/week are used to scale annual wages proportionally from the OEWS full-time baseline (40 hours/week).

90% CI ~ \$112,783 +/- 1.6 x (12.1% x \$112,783) -> [\$90,948, \$134,618]

## BLS Footnotes

1. Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers.
2. Annual wages have been calculated by multiplying the corresponding hourly wage by **2,080 hours**.
3. The relative standard error (RSE) is a measure of the reliability of a survey statistic. The smaller the relative standard error, the more precise the estimate.

### Sources

- [BLS — Occupational Employment and Wage Statistics \(OEWS\)](#)
- [OEWS tables & documentation](#)
- [BLS — Occupational Outlook Handbook \(OOH\)](#)

PREVIEW