

## Business Day

# When staff get paid more than bosses

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MANY private business owners are paying a high price for being in business — members of their staff earn more than they do, a survey shows.

A national survey by the Results in Business Institute (RIBI) found that 63.6 per cent of small businesses have a staff member who took more weekly pay home than the owner.

The institute is a network of more than 50 independent consultants and coaches.

An additional finding of RIBI's

survey is that 61.3 per cent of owners said they did not take home a salary that justified the time and effort that they put into running their business.

RIBI chief executive Ross Hancock said this was despite the fact that 42.4 per cent of owners had some tertiary qualification. Half spent money on business or personal self-development and improvement courses.

Mr Hancock said the results were of concern. "(It) reflects the enormous pressure on business owners employing

staff to pay high wages, especially in a marketplace where low unemployment means it is more difficult to find and retain good staff," Mr Hancock said.

When asked about their three main concerns, 45.5 per cent listed finding and retaining good staff, while 12.8 per cent nominated red tape. Difficulties with cash flow, finding new clients and marketing also ranked highly.

### PHILIP HOPKINS

Results In Business Institute can be found at: [www.ribi.biz](http://www.ribi.biz)