

2023 DISTRIBUTOR PRODUCTIVITY REPORT



The Distributor Productivity Report (DPR) is an industry-wide research effort that is designed to serve as an easy-to-understand, actionable tool for firms to evaluate their company's operating results in order to pinpoint strengths, weaknesses and improvement opportunities.

Note: Only NBWA members are eligible to purchase study findings.

TO RECEIVE, COMPLETE THIS FORM AND RETURN WITH PAYMENT TO:

NBWA, 277 S. Washington St., Suite 500, Alexandria, VA 22314 Attn: Riley Bryson (<u>rbyrson@nbwa.org</u>)

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