
In making this submission it has been abundantly clear that the regulators and government involved know very little of our industry and have little concern of the outcome of this legislation on the consumer.

The entire process from ASIC's flawed review to the FSC has done nothing but highlight the corrupt and hidden agenda's that are prevailing.

When has the government of Australia ever previously brought in legislation that not only controls how and how much a sector gets paid for their work, but the end result of the legislation has not been costed socially and economically?

The problems that ASIC are trying to eliminate have not been accurately identified nor defined, so how can the government vote on an issue that will have a huge detrimental effect on our industry and no known result for the consumer?

The initial problem identified by ASIC is churning. They can't define it and they want it banned, but they don't know the effect it will have (We know it will reduce the consumer's choice and the Life companies/banks will profit) on our industry or the consumer. The mere act of replacing business is advertised freely elsewhere – compare – save but in our industry it is seen as bad – bad for the banks – good for the consumer.

You need to understand that not only do we provide essential advice that protects families financially we still need to make a living, just as our clients do. If I don't offer my client the same or better policy elsewhere for a lower premium – let's say competitor A is 20% cheaper this year, someone else invariably will and so not only will I lose my income (Due to clawback provisions), I will lose a client. This clawback puts a divide between what is best for the client and what is commercially viable.

I put my clients best interest first – if that means changing companies after year 3 or year 1 so be it. This is the law – The client must be put first. The clawback provisions are anti-competitive and consumer unfriendly.

Our industry is fraught with bogus providers that prey on consumers via direct insurances and cross selling (Life insurance sold to mortgage holders and car buyers that only protect the lenders) but do ASIC step in and do a study on these providers – NO – because they don't affect the Industry Funds and the corrupt unions that are behind these constant attacks on our industry. Industry Funds have increased their premiums and changed wordings to reduce claims (And raise profits) but ASIC doesn't respond to them either. The current LIF Framework and previous changes via FOFA have been direct attacks by a corrupt regulator. Industry funds still do not disclose how much of their members fund spend for their advertising campaigns or how much is paid to Union slush funds!!!

The LIF Framework is not just an attack on our Industry, it is an outright attack on democratic rights of Australian consumers and is most likely highly unconstitutional.

The evidence gathered has been a corroboration of self-conflicted parties that have eroded the competitive attributes of our industry. The anti-competition watchdog should be called in to analyse the benefits and detriments that consumers will undeniably face from this legislation.

When are the people responsible these decisions going to learn about the industry before they make their recommendations, no small Financial adviser has ever been consulted in this process, just the associations with their own agenda's.

Time to stoop the rot – end the corruption of our government system now!

Yours Sincerely

Brett Hammond



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