
Dear Economic Committee,

Below are my points re - LIFE INSURANCE REMUNERATION ARRANGEMENTS BILL.

Here is my story as a new financial planner -

- I started my financial planning practice in 2015 with zero clients.
- So far I have around 20 clients. If you come and sit at my office you will know the difficulty I have getting new clients.
- No one is queued up to buy insurance - I have to use time and money to generate leads - 100 leads will generate 1 client
- There is a huge cost and time to meet one prospect
- I have been opting for (80% upfront and 20% on going model) - I am not paid a salary - I depend on the commission and the fee for advice model.
- I have licensee fees - rent - software and running cost on top of the overhead list
- I have the burden of compliance + education cost on top of this
- If the bill goes ahead it will be not viable for me to stay profitable, forcing me out of business
- Banks will thrive - No new non salaried planners coming to the industry - less competition
- You may realize how bad the banks have provided advice - go buy comm bank and ANZ case
- Insurance companies will thrive - Reduction in cost, no responsibility on their part
- My plan to generate employment to my area of work will be gone
- My entrepreneurial skills will be dealt a blow

Here is what I think should happen -

- Give the power to ASIC to disqualify bad financial planners (this is already the case) - The Insurance companies can provide the list of churners
- Limit the upfront to 80% and not below that and on going to 20%
- Do regular audits to remove bad planners
- Get insurance companies to not to increase the premiums so much so that people are comfortable maintaining their insurances

Independently owned practices are a must for the industry and for the wider public .
There are so many points and I can go on and on - Don't allow the Banks and Insurance companies to thrive, removing us from the equation.

Regards,