

#35

COMPLETE

Collector: Web Link 3 (Web Link)
Started: Wednesday, October 31, 2018 8:22:35 AM
Last Modified: Wednesday, October 31, 2018 9:05:12 AM
Time Spent: 00:42:36

Page 3

Q1 Overall, do you agree or disagree with [standard 1] and proposed commentary? **Agree**

Q2 Please provide any comments on [standard 1] and the proposed commentary. **Respondent skipped this question**

Page 4

Q3 Overall, do you agree or disagree with [standard 2] and proposed commentary? **Agree**

Q4 Please provide any comments on [standard 2] and the proposed commentary. **Respondent skipped this question**

Page 5

Q5 Overall, do you agree or disagree with [standard 3] and proposed commentary? **Agree**

Q6 Please provide any comments on [standard 3] and the proposed commentary. **Respondent skipped this question**

Page 6

Q7 Overall, do you agree or disagree with [standard 4] and proposed commentary? **Disagree**

Q8 Please provide any comments on [standard 4] and the proposed commentary.

Not practical from an adviser's position. To function the adviser will have to maintain a database of all policy wordings in summary form (bullet points).

If a legacy/older policy then this data may not be available to the adviser??

Nice idea, but this wont work.

An alternative would be to high-lite the benefits of the new policy (only).

Page 7

Q9 Overall, do you agree or disagree with [standard 5] and proposed commentary? **Agree**

Q10 Please provide any comments on [standard 5] and the proposed commentary. **Respondent skipped this question**

Page 8

Q11 Overall, do you agree or disagree with [standard 6] and proposed commentary? **Agree**

Q12 Please provide any comments on [standard 6] and the proposed commentary. **Respondent skipped this question**

Page 9

Q13 Overall, do you agree or disagree with [standard 7] and proposed commentary? **Agree**

Q14 Please provide any comments on [standard 7] and the proposed commentary. **Respondent skipped this question**

Page 10

Q15 Overall, do you agree or disagree with [standard 8] and proposed commentary? **Agree**

Q16 Please provide any comments on [standard 8] and the proposed commentary. **Respondent skipped this question**

Page 12

Q17 Overall, do you agree or disagree with [standard 9] and proposed commentary? **Disagree**

Q18 Please provide any comments on [standard 9] and the proposed commentary.

Raising the professional standard and attracting quality persons to our industry will not happen with a 'mere' L5 certificate, and certainly not by negating this academic qualification by grandfathering/industry experience!
Raising the bar will entice the cream to our industry; presently our industry is simply a soft option.
Take a leaf out of the recent Australian changes and project where they will be in 5-10 years time - a truly professional and respected industry, I have no doubt.
Short term pain for long term gain.

Page 13

Q19 Overall, do you agree or disagree with [standard 10] and proposed commentary? **Agree**

Q20 Please provide any comments on [standard 10] and the proposed comentary. **Respondent skipped this question**

Page 14

Q21 Overall, do you agree or disagree with [standard 11] and proposed commentary? **Disagree**

Q22 Please provide any comments on [standard 11] and the proposed commentary.

Refer my previous answer Q 17/18

Page 15

Q23 Overall, do you agree or disagree with [standard 12] and proposed commentary? **Disagree**

Q24 Please provide any comments on [standard 12] and the proposed commentary.

Refer my previous answer Q 17/18

Page 16

Q25 Is there anything missing from the draft Code? **No**

Q26 If you answered yes, what is missing? **Respondent skipped this question**

Q27 Do you have any feedback on the examples, or suggestions on other examples that should be included in the draft Code? **Respondent skipped this question**

Q28 Is there anything else you want to say?

Raising the professionalism of our industry starts with attracting the right people. This industry is filled with advisers who have fallen into insurance after making a career change.

I would suggest we are missing out on all the (finance) degree graduates to other industries.

Elevating the entry level qualification brings an elevated industry status, a fact not to be dismissed with Gen Y.

Ditto for current advisers.

Yes focus on the clients, but also take the opportunity to focus and promote our industry by increasing our professionalism.

Page 17

Q29 Name

Andy Jensen

Q30 Your role or professional title

Business Manager / Senior Broker

Q31 Individual or organisational submission

This is an individual submission and not on behalf of an organisation

Q32 If you give financial advice...

I am a RFA

Q33 My organisation or I give the following types of advice...

**Fire and general insurance ,
Business insurance,
Life and/or health insurance**

Q34 Organisation Name

Matt Jensen Insurance Brokers

Q35 Type of organisation

Insurance broker

Q36 Size of organisation

Medium firm (10-50 staff)

Q37 If there are other things we should know about you or your business that would provide context to your answers, please provide details below.

Respondent skipped this question

Q38 Please indicate whether your submission contains any information that is confidential or whether you do not wish your name or any other personal information to be included in a summary of submissions.

Respondent skipped this question

Q39 Please provide your contact details (email and/or phone number) This is the only question that requires an answer. This information would not be released publicly. We may get in touch with you in order to help us understand particular points from your submission.

s 9(2)(a)

RELEASED UNDER THE OFFICIAL INFORMATION ACT