

To: [REDACTED]  
 Subject: HPE CM: Strata company insurance commissions

ACCC Northern Australia Insurance Inquiry  
 GPO Box520  
 Melbourne VIC 3001  
 Via Email: [insurance@acc.gov.au](mailto:insurance@acc.gov.au)

Dear Sir/Madam

RE: *ACCC North Australian Insurance Inquiry's First Interim Report*

As director of a strata management business in Western Australia that does not derive commissions in any form, our decision for this position is based on:

1. Insurance is a statutory requirement for strata companies in WA (our state for business registration)
2. Our strata management staff does not have insurance industry experience or knowledge of insurance products
3. Our office does not have staff available to become providers of strata insurance products
4. Insurance brokers provide open market competitive quotes from a number of insurers to our clients
5. The decision to accept an insurance quote is made by owners with insurance cover an obligation of current legislation
6. The obligation to disclose commissions reflects a conflict of interest. We reject all perceived or real conflicts of interest.
7. Our business is strata management and derives income in this capacity; not as insurance specialists (or representatives)
8. Our fees are competitive without receipt of commissions and our service to clients (strata companies ) is not diminished
9. Our belief is that insurance commissions are not earned as claims by our clients (strata companies) are minimal and managed by insurance brokers in a prompt, courteous and professional manner
10. Insurance brokers are part of a highly regulated industry therefore we believe commission income should remain in a regulated environment

I support the *Recommendation 11* and *Draft Recommendation 9* of the *Interim Report* to eliminate commissions for strata managers. Should you require any further information, please feel free to contact me.

Thanks and regards. [REDACTED]

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