

Pfitzner, Laura

From: Tim Barnes <tim@baywealth.com.au>
Sent: Thursday, 13 November 2014 6:05 PM
To: Giannakos, Anna; Adjudication
Subject: Further Clarification re WATAB Agents' Association Application for Authorisation

Dear Anna,

As a further piece of correspondence I wish to also clarify and advise that the Association has witnessed benefits from our previous application for Authorisation. These benefits came in the form of cost savings to our individual members through not having to individually pay for legal costs involved in seeking or negotiating their own individual contracts.

The other obvious benefit that has been experienced by Agents is the fact that they have more bargaining power with the Principal (ie RWWA). As a collective group representing all members it is reasonable to expect that the larger body combined have a stronger voice and more impact when communicating as a body of people rather than as sole participants.

It helps all agents by having our Association represent their interests. The Association has been carrying out this function since the 10th October 1963.

In addition, we hold the view that there is a lack of detriment to any member of the public from us being able to negotiate a new contract with our Principal. Quite the contrary, if we have the benefit of being permitted to negotiate as a group, and in turn are able to negotiate better working conditions for all agents, then it is fair and reasonable to expect the public to derive a better experience and better customer service from our enhanced working conditions. This of course, is a belief and not necessarily a measurable benefit.

Respectfully forwarded for your consideration.

Kind regards



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