



**LYNX**  
Financial Services

ABN 41 004 937 704  
Lynx Financial Services Pty Ltd  
Licensed Dealer in Securities  
and Registered Life Broker

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The Secretary  
Parliamentary Joint Committee on Corporations and Financial Services  
Parliament House  
CANBERRA ACT 2600

Dear Sir,

I write to advise that I strongly object to disclosure of commissions on risk insurance products because: -

1. The amount of commission I receive does not affect the proceeds that is payable if a claim arises. (Enclosed are copies of cheques paid to my clients over the last few years – these claim services are provided at no cost to the client with the average claim lasting 6 weeks to follow through). Should anyone wish to speak to any of them or any clients, please let me know. None of them are interested in how much commission I receive. They want to know what policy to buy and how much they should buy!
2. Commission disclosure is a waste of valuable time on useless discussion and most consumers have the perception that there are no other expenses incurred by me to run a small insurance business with my wife and an employee, working six days a week. Also, we do not sell a policy each time we interview or advise a likely client.

I am looking to buy a Ford Falcon or a Holden Commodore because my Commodore is now 22 years old. Is it not a waste of time if I ask the Ford Dealer what is the mark-up on the sale price? Why should they be made to disclose the 'Mark-up margin?' Will it not lead to discussing the Dealer's income and expenses which has nothing to do with me making a decision of whether I should buy the Ford or the Holden.

Currently, Australians are very much under-insured. Why aren't the Law Makers focused on reducing the problem of not enough or no insurance? More insurance cover! More jobs! Less burden on the Government and no burden for the Survivors!!

Winston Churchill said: *"If I had my way, I would write the word 'Insure' over the door of every cottage and upon the blotting book of every public man, because I am convinced that for sacrifices which are inconceivably small, families can be secured against catastrophes which otherwise would smash them up for ever. It is our duty to arrest the ghastly waste, not merely of human happiness, but of national health and strength which follows when, through the death of the breadwinner, the frail boat in which the fortunes of the family are embarked founders, and the women and children are left to struggle helplessly on the dark waters of a friendless world."*

I hope the decision you make is the right one because it is your children and future generations that will bear the consequences of an over-burdened and over-regulated insurance industry.

Yours truly,

Peter Chan  
29 January 2003

Encl. 6 copies of claim cheques  
1 copy of Winston Churchill's Statement