

[REDACTED] (SEN)

**From:** Steve Wanmer [REDACTED]  
**Sent:** Friday, 12 September 2008 1:01 PM  
**To:** Committee, Corporations (SEN)  
**Subject:** [REDACTED] Franchise Inquiry

To who it may concern,

I wish to reinforce the concerns of our representative body, The Franchise Council of Australia, regarding emotional and inaccurate statements that have been made in Federal Parliament and in State inquiries regarding conduct in the Australian franchising sector.

The FCA has made well-researched and considered submissions to the WA and SA inquiries on behalf of members. I trust the Corporations Committee will take these thorough submissions into account rather than rely on the emotive and inflammatory hearsay which has been presented in the House of Representatives recently.

In my experience in business and life, including 9 years as a business coaching firm franchise owner working with hundreds of businesses, emotive attacks do not support thoughtful and positive solutions. The aggressive style of such attacks often masks a lack of substance. My view is that the real substance is the success of franchising.

People in business and wanting to get into business are doing due diligence and choosing to buy into franchises every day. Disputes occur, yes - they always will. But they are a very small percentage. Trying to change the rules in the ways suggested in Parliament recently will, in my view, only serve to undermine the whole sector - to the detriment of franchisors and franchisees.

As proven in many other industries as well as life in general, it is impossible to legislate for integrity and morality in every human interaction. The many end up paying through excessive regulation and red tape for the sins of those who will go on flouting the law anyway!

Yours faithfully,

Kind regards,  
Steve Wanmer  
Principal & Business Coach  
**Injoy Coaching Trust**  
*Representing*  
**ActionCOACH**  
The World's #1 Business Coaching Firm

"We could all use a little coaching. When you're playing the game, it's hard to think of everything. A good objective of leadership is to help those who are doing poorly to do well and to help those who are doing well to do even better." -- **Jim Rohn**

Main Office located:-  
6a 424 Gympie Road  
STRATHPINE QLD 4500  
Other locations: Jimboomba, Scarborough, Morningside, Kallangur

Office No: 07 3205 1285  
Office Fax: 07 3205 4796

30/10/2008