

The benefits of joining AFMA/IAAA

Building Insurance Business by Association

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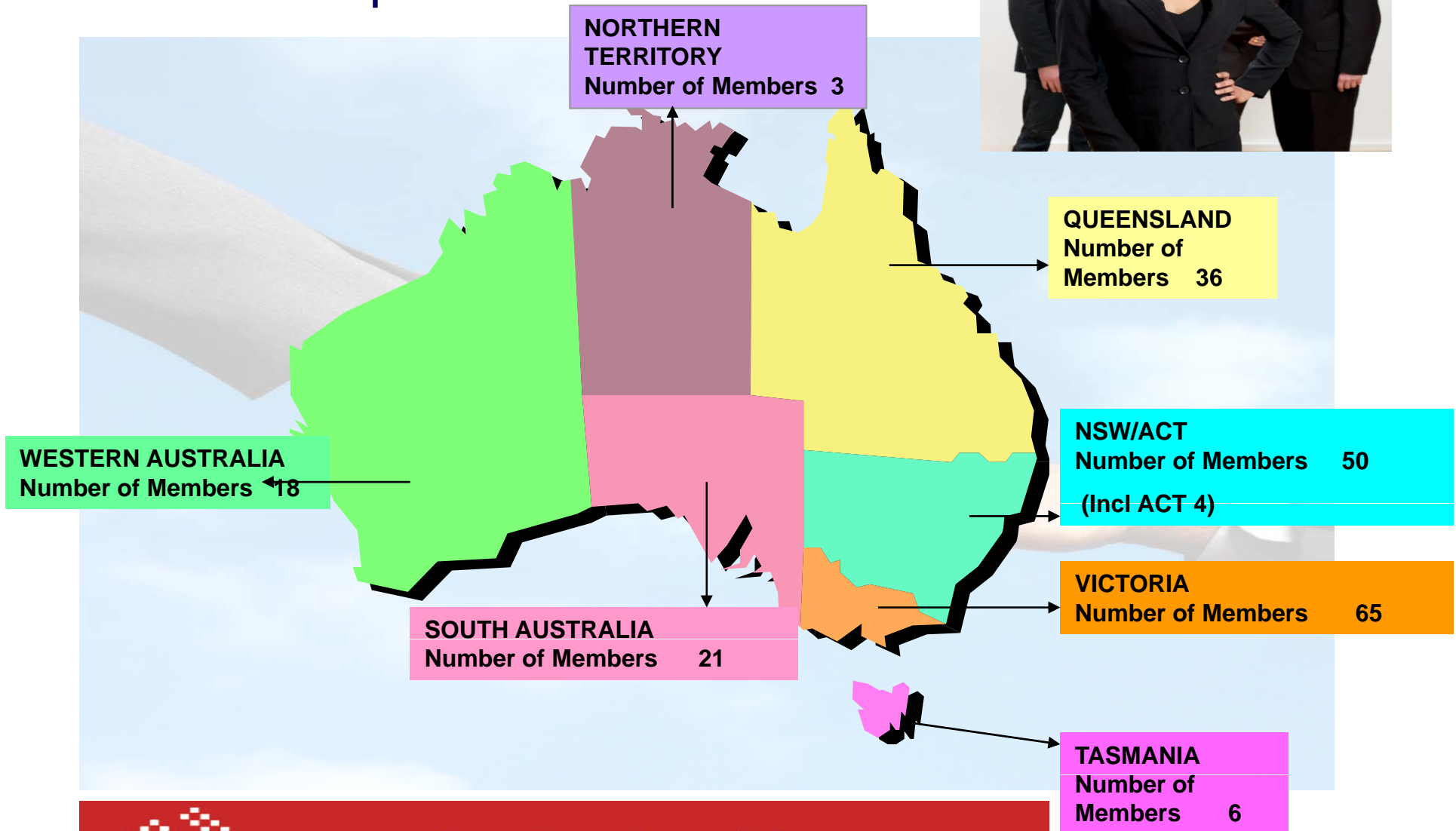


A F M A

**Australian Fire
Managers Association**

A.B.N. 70 733 821 535
Registration No. A00396395

Current AFMA/IAAA Membership



The Aims

- ❑ A controlled increase in membership which will be critical to:
 - Providing Members with the ability to compete with all Intermediaries
 - Developing a broader range of benefits for the Group
 - Representing Members interests with Insurers
- ❑ Create Succession Planning and Acquisition opportunities within the Group for Members
- ❑ Work with our existing and new Partners to make AFMA/IAAA ***the*** choice for professional general insurance authorised representatives



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AFMA/IAAA Statement of Purpose

- ❑ **Vision:**
Australia's best General Insurance Authorised Representatives education and professional network.
- ❑ **Mission Statement:**
To assist our Members with quality education and networking opportunities to develop their professionalism and their businesses within the general insurance environment in a cost effective manner.
- ❑ **Goals and Objectives:**
Assist with quality education for Members and their staff
Assist in developing Member's businesses
Assist in succession planning
Create networking opportunities
Mentor authorised representatives to achieve over and above the industry norms
Develop a Recruits program to attract and retain high caliber individuals to our Members businesses
- ❑ **Values:**
Integrity – We encourage transparency and honesty in dealings with clients, service providers and the Association to develop an exceptional level of trust
Loyalty – We create a strong bond between Members to assist each other and the Association
Ethics - We abide by the Insurance Code of Conduct and uphold moral and business ethics in all our dealings
Education – We create and provide education solutions that are relevant and cost effective
- ❑ **Business Philosophy:**
To innovate, assist, create and grow so that existing Members benefit from their association with AFMA/IAAA and new Members wish to join.



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What we offer

- ❑ Annual Conference that specifically focuses on the requirements of authorised representatives and compact brokerages (13-15 CPD points)
- ❑ At least 2 Professional Development training days per annum per State (3-6 CPD points)
- ❑ A collegiate network of over 180 members Australia-wide
- ❑ Access to a panel of premium funders who provide AFMA/IAAA members with significant benefits
- ❑ Access to a Broker Partner for the placement of risks that may not fit the guidelines of your existing Insurers
- ❑ Corporate Travel Insurance for the Member and their immediate family for travel throughout Australia and overseas (effective 1st July 2011)
- ❑ A cost effective membership:
First member \$400 + gst
2nd and subsequent members \$200 + gst (includes *Associate Membership if under 40 years of age)
Membership ceiling per agency \$1,000 + gst
- ❑ Access to Insurers for the development of Members businesses
- ❑ An Associates program designed to provide networking and education opportunities for members and their staff under 40 years of age.



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