

FSC MEMBERSHIP

BE INFORMED AND
LEAD YOUR INDUSTRY



BE INFORMED AND READY TO LEAD THE CONVERSATION

These are challenging times for the global financial community. With the financial services sector continuing to undergo dramatic disruption through innovation and regulatory changes, there's never been a greater need for strong leadership and coordination.

Strong leadership can only be achieved through the representation and participation of our industry leaders. By enabling the financial services community to speak with one, coherent voice, we ensure it has a positive influence on the future of the industry.

Our vision is 'for all Australians to have a fair and financially secure future'. To achieve this vision we need to deliver the right outcomes for the industry and for the Australian community.

You can help us achieve our vision by joining us, and becoming a member. If you're already a member you can have a more active membership by having a 'seat at the table' and a direct influence on the future of our industry.

Responsible for investing **\$3.0 trillion** on behalf of **15.6 million Australians**, the Australian financial services sector contributes more revenue to our national GDP than any other industry. The pool of funds under management is larger than Australia's GDP and the capitalisation of the Australian Securities Exchange and is the fourth largest pool of managed funds in the world.



FSC MEMBERSHIP GIVES YOU THE INFORMATION AND INSIGHT YOU NEED TO LEAD THE INDUSTRY

The Financial Services Council (FSC) is a leading advocate, influencing the regulatory framework and driving the public policy debate.

First and foremost, we're a member-first organisation with more than 100 members representing Australia's retail and wholesale funds management businesses, superannuation funds, life insurers, financial advisory networks and licensed trustee companies.

Whether you're a full member, a supporting member, or an associate member who regularly interacts and engages with us via our broad range of content, we know that information and insight are the most valuable currencies we exchange with you.

In the past 12 months, we've worked with our members and stakeholders to understand how we can serve you better.

The overwhelming feedback is that we need to show strong leadership in the ways in which we represent you in the industry, and be brave in the way we deliver opinion, insight and advocacy for you.

This means explaining and distilling the major requirements and impacts of new and changed policy through policy briefings and training. It also means providing forums for debate and exchange of ideas and opinions.

We know you use this information and insight to understand the interdependencies and timing of proposed policy changes, and to determine your own positions on policy implementation. Giving you regular access to information, insight and opinion that not only informs you, but also helps you advise your clients and stakeholders is, therefore, critical.

KEEPING YOU INFORMED WITH PROGRAMS AND EVENTS



INDUSTRY-LEADING CONFERENCES AND EVENTS

- **FSC Leaders Summit**
 - The FSC Leaders Summit is our annual flagship event. It allows you to be part of a group that is shaping the industry. With various forums, platforms and networking groups, the Leaders Summit allows you to influence and contribute to the future of the industry. Depending on your type of membership, you can have direct involvement in the debate, ensuring your voice is always heard and your ideas are initiated.
- **Life Insurance Conference**
 - With the Life Insurance Conference, we help you 'Know Your Industry'. This is the only conference in Australia that covers the whole of the life insurance industry - from group to retail - and it's the only event where content is geared specifically for Australia's life insurers.
 - As a member, you'll be engaging with people who understand your unique challenges. Through educational sessions, and networking events, you'll build your knowledge and expertise on how to better communicate the benefits of your life insurance offerings to your customers and prospects.



CEO BRIEFINGS AND EXCLUSIVE NETWORKING SESSIONS

- As an FSC member you're invited to our regular CEO Breakfasts, CEO Boardroom Series Luncheons, Political Series Breakfasts and Political Series Parliamentary Cocktail evenings.
- These events keep you in touch and engaged with the influential network of industry, political and economic leaders who are driving change in our industry. There is no better way to stay at the leading edge of the discussion and debate.



THE CIRCUIT - A PROGRAM OF EVENTS FOR OUR EMERGING LEADERS

- With the under-35 age group now the largest employee group in the developed world, these young professionals will be dictating the future direction of financial services.
- The Circuit events invite the brightest young minds in our industry to come together to further their ambitions, insights and success. This series works in collaboration with the Future Leaders Awards Program and events, as well as providing networking opportunities for our emerging leaders.



WORKING GROUPS THAT INFLUENCE PUBLIC POLICY AND REGULATORY DEBATE

- The FSC Policy Team has a breadth and depth of experience which encompasses the financial services spectrum. This includes working knowledge of the key government departments and financial institutions.
- The FSC Policy Managers support over 95 Working Groups whose advocacy influences the regulatory framework and public policy.
- As an FSC member you have direct input into financial services policy and regulation, giving you opportunities to influence the public policy and regulatory debate that are shaping the industry and national agenda.



UPDATES AND INSIGHTS FROM CANBERRA

- All members receive updates and insights from Canberra and other decision makers from the government and associated regulatory bodies.
- As a member, you have access to breaking news and developments, market information and commentary on local and global markets. We give insight and understanding of the themes, trends, impacts and different responses to policy implementation, much earlier than non-members.



WE PARTNER WITH YOU TO PROVIDE GUIDANCE, ADVICE AND SUPPORT

- We develop partnerships with members to offer research and industry leading networking opportunities. We support our members with relevant research, submissions to government, and extensive stakeholder consultation through our board committee and working group structure, and via public comment.
- The FSC represents, supports and provides best practice for Australia's financial services sector by setting mandatory standards for its members and providing Guidance Notes to assist in operational efficiency.
- We are committed to developing frameworks in which our members operate, thereby creating a transparent, ethical and efficient playing field.

CHOOSE THE TYPE OF MEMBERSHIP THAT'S RIGHT FOR YOU AND YOUR ORGANISATION

There are different types of FSC membership, depending on the level of engagement you and your organisation want to have with the financial services community. Each membership option has an appropriate level of financial commitment that reflects your level of engagement.

Members are invited to engage at a deeper level with the FSC, depending on your willingness and ability to share your unique insight and expertise. At its most actively engaged, an FSC membership gives you a 'seat at the table' from which you can influence and drive the debates that are shaping the future of the financial services industry.

FSC MEMBERSHIP ACTIVITY	FULL MEMBER		SUPPORTING MEMBER		ASSOCIATE MEMBER	
	Available	Relevant To You	Available	Relevant To You	Available	Relevant To You
Direct input into financial services policy and regulation	Yes		Yes			
Access to pre-consultations conversations (shaping the industry and national agenda)	Yes		Yes			
Involved as part of industry voice	Yes		Yes			
Access to broad industry trends across all financial services sectors	Yes		Yes		Yes	
Access through FSC relationships to international trade missions, visiting delegations, and Asia Region Funds Passport participation	Yes					
Access to Board Committees	Yes					
Influence the public policy debate	Yes		Yes			
Recognition by industry as being at the forefront of financial services law, tax and regulation	Yes		Yes			
Free Access to over 75 Working Groups	Yes		Yes			
Free Access to Events	Yes		Yes			
Access to FSC research, analytics, regulatory and public submissions distribution	Yes		Yes		Yes	
FSC News	Yes		Yes		Yes	

When we meet with you, we'll use this table to go through the programs, events and activities that are important to you and your organisation. This will help us determine the best type of membership for you.

FULL MEMBERSHIP

Full Members enjoy free access to FSC member-only programs and activities as part of their membership. It is our most engaged and active level of membership, delivering policy briefings on the latest legislative and regulatory issues available to you and your staff.

As a Full Member, you enjoy regular interactive networking opportunities with Government Ministers, Officials and Regulators.

You have a seat at the table, to access Board Committees and more than over 75 Working Groups, allowing you to directly influence the future of the industry. These working groups also give access to legal, accounting and tax expertise on current and emerging issues.

Full Membership is most relevant for senior leaders in:

- AFSL License holders
- Financial Advisory

- Fund Management
- Life Insurance
- Licensed Private
- Product Managers, Marketers and Distributors of life insurance products
- Superannuation
- Reinsurance
- Tax
- Technology and Innovation
- Trustees
- Wealth Management

SUPPORTING MEMBERSHIP

Supporting Membership is designed for organisations that support the financial services industry. It gives you the opportunity to lead and influence policy by being involved in and driving the agendas for working groups and expert panels.

You can showcase your credentials to industry experts and in-house practitioners and enhance your reputation and opportunity for panel

appointments. You have a seat at the table to access more than over 75 Working Groups.

Our Policy Briefing series is tailored to feature topics relevant to you, allowing you to develop your knowledge on industry policies ahead of your clients. This enables you to develop your business strategy faster than your closest competitors, keeping you at the forefront of your industry.

Supporting membership is most relevant for senior leaders and decision makers in:

- Asset Servicing and Custody Services
- Consultancy and Advice firms
- Education Services
- Financial Services IT companies
- Professional Services firms (Law and Accounting firms)
- Research Houses

ASSOCIATE MEMBERSHIP

Being an Associate Member gives you access to all the information you need to stay informed and up-to-date on the key issues driving the financial services industry.

This membership option is designed for people who need to stay informed and in touch, with access to the FSC's news, FSC-only research papers, media releases, as well as technical and thought-leadership articles and blogs.

With this information, you have a better level of industry expertise, and the tools to build a high-level profile. This gives you a significant competitive advantage over non-members.

Membership also includes:

- Preferential rates for our Leaders Summit, Life Insurance Conference, Political Series programs and Speaker Event Series.

- Access to the Members-only portal on the FSC website provides Professional Online Resources, such as Submissions
- Policy briefings, conferences, events, seminars, all at preferential prices
- Survey updates



ABN 82080744163

For more information on the Financial Services Council and its Membership Services:

FINANCIAL SERVICES COUNCIL LTD
LEVEL 24, 44 MARKET ST
SYDNEY NSW 2000

T. +61 2 9299 3022
E. INFO@FSC.ORG.AU
W. FSC.ORG.AU

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