



STRIVING FOR EXCELLENCE WITH THE NATIONAL PRESIDENT

What better message from our National President, Frank Daly, could we print at this time other than his address to the National Convention in Hobart last month at which the theme was "STRIVING FOR EXCELLENCE".

This is what he had to say:

I would like to open my address with the age old words of wisdom – "Purchase instruction at the cost of much silver – Thanks to it – you will acquire much gold". (Ecclesiastics – Chapter 28 – Verse 51).

Today, everyone needs all the relevant education he or she can absorb so as to be able to cope with the complexities of life and his or her job. Education is a prime reason for this gathering of hundreds of the sales people of the life insurance and superannuation sales industry – A gathering of people who are STRIVING FOR EXCELLENCE in their chosen career.

The L.U.A. in this great state of Tasmania has again proved that it's not the size of the state that counts, it's the determination and sold work effort that has produced this magnificent opening to what I believe will be an exciting and deeply rewarding National Convention. My sincere congratulations and those of my fellow National Executive, go out to all the Tasmanians who have given so much, so freely, so willingly to make this Convention the success it obviously is.

May I take this opportunity to brief you, the L.U.A. members from all over Australia, on the current state of your Association on a National level.

Education continues to be the flagship of the L.U.A. We go from strength to strength in the vitally important area of membership benefits. It is now almost 10 years since the introduction of our LUATC Courses – 1985 was an outstandingly remarkable year, both in the record numbers of students that enrolled and particularly in the excellent examination results. Chief Examiner, OLEH BILYK reported to me on LUATC Stage I as follows "It has been an absolute pleasure to see the results of Stage I this year. The results are excellent with a very high percentage of Credit passes and very few failures". He was no less enthusiastic about Stage II results when he reported "It has been a most refreshing exercise to see the high standard achieved by students in Stage

II throughout Australia this year. A number of factors have obviously contributed to this:

1. In many cases Moderators of long standing experience have been used.
2. Enthusiasm shown by them has obviously been exceptional.
3. The efforts that students have put into their work in the majority of cases has been far better than in most cases previously."

There will again be record numbers of students enrolling for courses in 1986 and the National Chairman of Education, DAVID COLEMAN, will be, I understand, making the announcement of a new and exciting sales training course which will be introduced Australia wide during this year. IAN DONALDSON, Immediate Past President, has also been investigating the possibility of LUA introducing a Financial Planning Sales Course and an announcement in this area could be imminent. Expansion of our Educational programs puts additional strain on our limited National Office resources and the past 18 months has seen a dramatic increase in the workload of National Office and the National Education Committee. A conference of the State Secretaries/Registrars was arranged in Canberra in December and the recommendations and suggestions which emerged from this meeting will no doubt improve the management of our Educational Courses, both at National and State levels. Our Education budget for 1986 exceeds \$250,000. A business in itself. My congratulations go to the National Education Chairman DAVID COLEMAN and his Education Committee for the excellent results they are achieving – also the National Director ERICA BATT and her National Office team.

NATIONAL L.U.A. HOUSE

The National Building Committee, following exhaustive investigations and

research, has presented a proposed development plan to the National Executive. Subject to examination of the proposed development project by independent qualified professionals, the National Executive has recommended that the National Board accept the proposal and to proceed forthwith on the building project. If the development project feasibility report as presented is confirmed by our independent professional advisers, L.U.A. will have a National Headquarters, free of any financial commitment by the constituent bodies. I am sure this will be great news to many past executives of the L.U.A. who devoted considerable time, money and effort in establishing the project of a National L.U.A. House.

Our L.U.P.A.C. and Issues Committee have performed extremely well, particularly over the past 12 months – once again their increased activity generated, in the main, by the union superannuation issue, has placed an increased work load on the National Office in Canberra.

L.U.P.A.C. is "Making Your Voice Heard in Politics" and this has been most apparent in certain areas of LUA activity in recent times.

The Federal Governments' plans to hand over control of the Commonwealth Superannuation Fund Investment Trust to the A.C.T.U. was brought to a sudden halt in the Senate due in no small measure to the L.U.P.A.C. lobby of the opposition politicians under Joe Nowak's direction and Eveline Rigbye's excellent media blasts at the Government. L.U.A. had outstanding support in this objection to Government from the Australian Small Business Association and its Australian President, PETER BOYLE. The opposition politicians had, in the main been completely 'snowed' by the Government on the S.F.I.T. Superannuation issue. Now the Liberal and National Parties are acknowledging the political clout of the L.U.A. in matters of national importance. I was invited by the Liberal Party to be an L.U.A. Keynote speaker at Union Superannuation meetings of bus-