

October 21, 2019

**Undertaking #33**

MPI to identify the options that they had considered to support rural and remote brokers.

**RESPONSE:**

A response to this Undertaking was provided *viva voce* by Mr. Benjamin Graham on October 18, 2019:

*MR. BENJAMIN GRAHAM: Good morning. Good morning, Mr. Williams. I've sourced the document. As I mentioned yesterday at the -- at the top of the page, it is a confidential briefing note, so I won't go too much into the details of the values that have been assigned to each of these provisions of the current record that were proposed.*

*So there was effectively six (6) changes proposed. One (1) of them was a significant reduction in commissions, and that was through the -- the change to trailing commissions. So if you eliminated trailing commissions, the other five (5) that would give backs.*

*The first one (1) was an increase for new or renewals. So that was a significant increase in commission. Performance-based compensation, so performance incentives around, you know, extension of service hours, or error-free transactions. They bear a significant increase on SRE commissions<sup>1</sup>.*

---

<sup>1</sup> Tx: 1773-1774