



FINANCIAL SERVICES FEDERATION

FSF MEMBERSHIP



The values and benefits of becoming an affiliate member of the Financial Services Federation


FINANCIAL SERVICES FEDERATION

Petherick Tower, Level 3
38 Waring Taylor Street, Wellington CBD
PO Box 10053, Wellington 6011

www.fsf.org.nz

fsf@fsf.org.nz | +64 4 472 1731

Financial Services Federation  

@FSFLive 



From the Executive Director.

LYN McMORRAN

Thank you for considering affiliate membership of the Financial Services Federation (FSF).

With 58 years of history, FSF is recognised by Aotearoa New Zealand's government, policy makers and regulators as the collective voice of the responsible non-bank sector, whose members serve 1.7 million customers.

This document offers a glimpse of the many membership benefits we offer. Being an affiliate member of the FSF means direct exposure to decision makers in the non-bank financial services sector, whether through our many networking events, our special interest group forums, and exclusive guest-speaking and sponsorship opportunities. It also means a seat at the table to contribute to important discussions and initiatives to support New Zealand's responsible lending sector

By choosing to join the FSF you align your organisation with the value of ensuring New Zealand consumers and businesses have access to credit provided responsibly. Thank you for considering membership. We look forward to continuing the conversation with you.

LYN McMORRAN
Executive Director
lmcmorran@fsf.org.nz

FSF staff.



SUE BENTLEY
OFFICE MANAGER
sbentley@fsf.org.nz



HANNAH McKEE
MARKETING,
COMMUNICATIONS,
AND EVENTS MANAGER
hmckee@fsf.org.nz



KATIE RAWLINSON
LEGAL & POLICY
MANAGER
krawlinson@fsf.org.nz



KATHARINE McGHIE
BUSINESS
DEVELOPMENT
MANAGER
kmcghie@fsf.org.nz

FSF Executive Committee

Our Executive Committee is made up of representatives from member organisations. The Committee determines how the FSF is run to ensure it achieves its strategic goals, remains relevant and continues to add value.



TODD HUNTER (CHAIR)
CEO
TURNERS AUTOMOTIVE
GROUP



JANE DUNKERLEY (DEPUTY CHAIR)
Managing Director
CENTRACORP FINANCE



JAMES SEARLE
General Manager
DPL INSURANCE LIMITED



DON ATKINSON
CEO
UDC FINANCE



SIMON SCOTT
Chief Executive
FIRST CREDIT UNION



CHRIS LAMERS
CEO
MTF FINANCE



NEIL SIMONS
Director
LATITUDE FINANCIAL SERVICES
LTD



JASMINE SIM
Chief Financial Officer
SPEIRS FINANCE GROUP

By the numbers.

1.7 million

Customers of FSF members

48%

of personal lending in Aotearoa New Zealand is financed by non-bank lenders (FSF member organisations specifically)

97

Member organisations

FSF members continue to manage their loan portfolios responsibly.

Percent of loan book in arrears

2016	↓	5.8%
2021	↓	4.4%
2022	↓	3.7%
2023		4%

An increase of only 0.03% during a cost of living crisis.

Loan approval rate

2021	↓	45%
2022	↓	45%
2023	↓	45%

CCCFA, economic environment and softer consumer confidence being key factors.

100%

Conference feedback providers said they would recommend the event to a sector colleague or peer

43

Times FSF was sought to contribute to media articles FY22/23

59

Engagements with Ministers, Government officials, regulators, and policy-makers in FY22/23

Join the FSF, and play a key role in supporting New Zealand's thriving non-bank sector

1. Advocacy

We make sure the membership's voice is heard by Government, regulators, and the wider sector.

- The FSF provides a collective view of the responsible non-bank sector so perceived self-interest is avoided when companies advocate individually. All full and affiliate members are encouraged to have a say in our submissions where appropriate to ensure they cover a breadth of perspectives and include key data which affiliates may be able to provide.
- Members are invited to use the FSF logo to promote their commitment to responsible lending and distinguish themselves.
- We work with other finance sector industry bodies, so that where possible we can speak as one on common issues. FSF also has strong relationships with international industry bodies including the Australian Finance Industry Association and UK's Finance and Leasing Association to ensure we remain across trends and issues in the sector globally.
- We also have strong working relationships with the consumer and financial mentor community to facilitate communication between lenders and financial mentors.
- We work to maintain a strong media profile to proactively provide the voice of responsible non-bank lenders.

2. Promoting Compliance

- Through our advocacy, FSF has achieved concessions from regulators which have directly resulted in reduced compliance costs for members, allowing them to invest in their people and innovation.
- FSF's affiliate members play a key role in providing members with a professional opinion on the impact of regulatory change and other factors on their business.
- Affiliate members are invited to present at member meetings as an opportunity to position themselves in front of the membership as a leading voice that can help them to understand their compliance obligations and assist in ensuring they are compliant.

3. Information and connection

FSF is a reliable source of truth for its members, providing quality communications and initiatives to assist members to inform them of what they need to know.

- We have a Weekly News bulletin containing regulatory, sector and membership news, events and reminders, as well as member contributions and special offers.
- A monthly Regulatory Update summarising legislative changes open for consultation, as well as what members need to do to comply, and when. Also monthly data on new and used vehicle sales and registrations comparative to previous years.
- We provide networking opportunities for all members to discuss key issues and share best practice, as well as to hear from quality keynotes and affiliate member experts. All events are either free for members or heavily discounted (such as the annual conference). Our events offered members over 55 CPD hours in FY 2022/23.
- One-on-one assistance to members on compliance issues as required and referrals to affiliate members who can assist.
- From time to time FSF will commission an affiliate member to develop a comprehensive compliance plan and checklist to assist members with new compliance obligations, as was the case with Conduct of Financial Institutions (CoFI) licensing obligations and the 2021 CCCFA changes

Micro-Credential in Consumer Credit

FSF's Micro Credential in Consumer Credit on the NZQA framework at Level 5 launches in November 2023. This is a 16-week, 30 CPD hour, online course costing \$750 for staff of member companies including affiliates, and \$1,200 for others. It comprises eight modules including The Legislative Framework, CCCFA, Responsible Lending, Disclosure Requirements, and Repayment Difficulties. This will elevate professional standards in the provision of consumer credit in New Zealand.

Affiliate Membership Benefits



As an affiliate member, you stand to gain exposure and relationship building opportunities with key decision makers New Zealand's thriving non-bank financial service sector. You'll also be establishing a presence within the responsible lending community, showcasing your commitment to excellence, innovation, and ethical practices in the sector.

Ten more reasons to join the FSF

- 1 Members' quality assurance in your brand:** Our members trust us to admit quality affiliates, taking out some of the leg work of vetting providers.
- 2 Networking Opportunities:** Your membership includes free access to our events, including CEO forums, c-suite networking dinners, and special-interest working group meetings including the Fraud; Legal and Compliance; People & HR; Tax; Insurance; and Wheels working groups. Enjoy direct interaction with companies' key decision makers.
- 3 Discounted Rates & Special Access:** Receive discounted members' rates for premium events like the annual conference, Women in Finance Charity Luncheon, and awards gala dinner.
- 4 Showcase your products** through our exclusive Outstanding Innovation Award category open only to FSF members.
- 5 Prime Sponsorship Opportunities:** Affiliate members receive priority for sponsorship opportunities for brand exposure at our various events throughout the year, with several tiers and sponsorship opportunities available.
- 6 Enhanced Visibility:** Promote your membership on your platforms using our logo, and receive recognition as a member on our website, as well as in our annual collateral including the Annual Report, and Political Parties Briefing Document.
- 7 Values Alignment:** Align with excellence and ethical practices, setting your brand apart and earning credibility among customers, regulators, and governmental entities.
- 8 Collaboration and Referral:** Receive priority consideration for collaborative opportunities and external work required by the FSF, as well as referrals from FSF to members.
- 9 Thought Leadership & Exposure:** Share thought leadership by featuring in our weekly news, leveraging our platform to promote your own events, webinars, offers, or opinion pieces.
- 10 Talk to us!** We are here to support members to maximise their affiliate membership, and welcome discussions to explore unique engagement and collaboration initiatives.



What our members say...

If you would like to speak to a current member about membership simply let us know

"Any customers we talk to who aren't members, we encourage to join. FSF enables good understanding of upcoming regulatory changes and impacts, as well as a great networking platform. The membership growth you've experienced speaks for itself!"

"FSF punches above its weight in terms of engagement and member services. This is reflected in membership numbers and it now has capacity to broaden its mandate and influence."

"Their guidance has been exemplary. Best business decision I have ever made was joining the FSF. Thank you."

"I think you guys do a great job - anyone I speak to who is not a member I encourage to join! Thank you and keep up the good work."

"FSF help us keep abreast of developments in a very busy Regulatory environment; the ability to workshop or network with other members can also assist organisations build better understanding of the challenges they must meet."

"The FSF provides a friendly but professional environment where members can benefit from the collective knowledge of the FSF team and other members of the FSF."

Apply for affiliate membership today

Membership Fees

The annual subscriptions to belong FSF as an Affiliate Member at financial year 2023-24 is NZ\$5,000 + GST

[APPLY
HERE](#)

Membership Fees

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FSF MEMBERS (97).

Motor vehicle finance providers



Leasing Providers

Credit-Related Insurance Providers



Insurance Premium Funders

Credit Unions and Building Societies



Credit Reporting Agencies

Non-bank Deposit Takers



Debt Collection Agencies



FSF MEMBERS (continued).

Finance Company Diversified Lenders



Affiliate Members

