

The FMA analysed 242 instances of soft commissions provided to advisers by the nine insurers in our review, over the period April 2015 to March 2017



**Trips**

**\$18m**



**Other soft commissions**

**\$3.5m**



**Professional development**

**\$5.5m**



**Sponsorship**

**\$1.7m**



**Events**

**\$3.8m**



**Gifts, rewards and prizes**

**\$1.6m**