

# DEBT STRESS

## SAMPLE LETTER TO STOP SALES TARGETS

[Date]

The State Manager  
[Name of Your Bank]

Dear Sir/Madam,

Today I visited one of your Branches and was asked by the staff member who served me if I would be interested in [a new credit card/a personal loan/insurance].

While the staff member was professional and polite, I must object to the policies of the Bank in requiring staff to sell products over the counter.

I call upon [Name of Your Bank] to:

- Put people before profit and cease practices that encourage increasing debt.
- Stop practices that place staff under duress to meet sales targets.
- Pay your staff a fair and reasonable base salary that ensures a decent standard of living for them and their families without it being attached to the meeting of targets.
- Adopt the Charter of Responsible Lending as put forward by the Finance Sector Union of Australia.

Yours faithfully,

[Your Name & Address]



**FSU Member Rights Centre**

Ph: 1300 366 378

Email: [fsuinfo@fsunion.org.au](mailto:fsuinfo@fsunion.org.au)

Fax: 1300 307 943

Web: [www.fsunion.org.au](http://www.fsunion.org.au)

Authorised by Leon Carter, National Secretary