

The Tobin Tribune

Oxford Dictionary Meaning
 “TRIBUNE of the people”
 meaning official in ancient
 Rome chosen by the people
 to protect their interests.

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Special points of interest:

Introducing the
 Tobin Financial Services team

We can save you money!

A review of your insurances
 and investments can make
 all the difference

Claims Handling, be sure you
 know what to do in the event
 of a loss

Meet The Team

Jeff Tobin CLU; ANZIIF (Snr Assoc)

Hi and welcome to the first issue of The Tobin Tribune. Since this is our first issue we thought it appropriate to give you some background on the team here. You will know me of course, but for the record I am a baby boomer who just missed the 1950's. My background has been insurance and investments for the last 22 years. I have qualified as a Chartered Life Underwriter and Senior Associate of the Australian and New Zealand Institute of Insurance and Finance. This means that when you receive advice from me you are getting qualified advice backed up by many practical years of experience.

Interests outside of work and family [consisting of Jared (9), Chelsea (6) and Elaine (?)] are going to the gym and classic cars. I particularly like Ford Mustangs, but love all old classics for what they are and mean to the people who love them.

Elaine Tobin – (Jeff's Boss)

Elaine has been working alongside Jeff for the past 6 years. Prior to this after a 2 1/2 year break to be a full time mum, Elaine was a Software Support Analyst for Goodman Fielder Wattie. A background in computers, software installation, analysis



THE TEAM, from left (Elaine, Jeff, Debbie)

and support has been of great help with her current duties involving administration, database management and general insurance inquiries. Elaine works, Mondays, Wednesdays and Fridays.

Other interests include staying fit and healthy and spending time with family and friends

Debbie Hitakahiwai – Debbie joined the team in March 1999. Previously working at Royal & Sun Alliance General Insurance for five years, preceded by four years at AMP General Insurance. Debbie is in the office two days a week, Tuesday's and Thursday's, job sharing with Elaine. An increase in customers has seen Debbie also in the office most Monday's as well. Duties include administration, database operation and general insurance inquiries, not to mention making a great cup of coffee! Outside of work two young lads by the names of Taylor (5) and Bailey (3) keep Deb very busy.

Reviewing Your Insurance's with us Can SAVE YOU MONEY!!

Reviewing your insurance's with us is an easy way to ensure you are taking advantage of premium saving's. There are many discounts available to client's, and making you aware of them is of vital importance to us. For example, when taking out a Contents insurance policy with Royal & Sun Alliance, a premium discount is offered to households which

have a burglar alarm installed. You may not have had an alarm at the time you moved in to your house, but have since had one installed. By informing us, we can have the discount applied to your policy, and your premium reduced accordingly! You may qualify for a discount right now! On page 2 is a list of common discounts available, please check this list and let us

Premium Discounts

The following are some points that could save you money, either by way of premium discount or by increasing your policy excess. Let us know if any of the following apply to you and we will ensure that your policy(s) have been noted accordingly

(most of you are already taking advantage of these savings).

CONTENTS:

55 and Over age discount

Burglar Alarm on premises

House also insured with us

By increasing your excess from \$100 to \$250 you will save around \$100 per year in premium.

HOUSE:

Home previously rented but now owner occupied

⇒ Please also advise us if you now rent your house out but previously lived in your house. This does affect your cover and the insurance company require to be advised of this under the terms of your policy.

LIFE INSURANCE:

Have you stopped smoking for 12 months or more? If so you can make substantial premium savings on your life insurance policies. Once you have quit smoking for 12 months you are considered a non smoker for insurance purposes and will enjoy reduced insurance premiums-up to 50% reduction is not uncommon.

So if you are thinking



Big savings on Life Insurance Premiums
Call us if you qualify for this discount

Life in the 1500's

This is too interesting not to share and is True!

Most people got married in June because they took their yearly bath in May and were still smelling pretty good by June, however, they were starting to smell, so brides carried a bouquet of flowers to hide the B.O.

Baths equaled a big tub filled with hot water. The man of the house had the privilege of the nice clean water, then all the other sons and men, then the women and finally the children. By then the water was so dirty you could lose someone in it. Hence the saying, "Don't throw the baby out with the bath water".

Lead cups were used to drink ale or whiskey. The combination would sometimes knock them out for a couple of days. Someone walking along the road would take them for dead and prepare them for burial. They were laid out on the kitchen table for a couple of days and the family would gather around and eat and drink and wait to see if they would wake up. Hence the custom of holding a "wake".

England is old and small and they started running out of places to bury people, so they would dig up coffins and would take their bones to a house and reuse the grave. In reopening these coffins, 1 in 25 coffins were found to have scratch marks on the inside and they realised they had been burying people alive. So they thought they would tie a string on their wrist and lead it through the coffin and up through the ground and tie it to a bell. Someone would have to sit out in the graveyard all night to listen for the bell. Hence on the "Graveyard Shift" they would know that someone was "Saved by the Bell" or he was a "Dead Ringer".

Claims Handling – Some Basic Tips

To make an insurance claim, a completed claim form is required to get the ball rolling. If you wish to lodge a claim, you can either call us or call the appropriate insurance company direct, to have a claim form sent to you.

For medical or hospital insurance claims, please note that 'pre-approval' is recommended prior to treatment. Pre approval certainly makes your ordeal less stressful, prior to treatment, as you know your bill is guaranteed to be taken care of by your insurer.

If you are unsure whether your policy cover will sustain a specific claim, please call us, we are happy to help. Please also remember that your policy excess is the amount of any claim that you are liable to pay. All claims are subject to normal policy terms and conditions.

Jeff's Investment Tips Page

Risk Events	What causes loss	Precautions / Remedies
Illegal Actions	Giving your money to someone who uses it for another purpose Illegal actions by persons handling your investments	Only deal with qualified advisers Invest in structures with sound internal/ external controls e.g. Unit Trusts Invest only after substantial research Diversify Seek good advice
Unsound Financial Structure	Promise of performance is unable to be met	Find out how any promise e.g. guarantee, redemption etc will be met Diversify Seek good advice
Erosion of buying power	Investment value does not keep up with inflation	Take some investment risk to achieve above inflation returns Have some exposure to growth markets Seek good advice
Market Downturns	Panic Selling because the price has dropped Forced selling because you need the money for other purposes	Understand market characteristics before you invest Stay invested until the market recovers Choose quality long term investments Monitor your debts closely– consider insurance protection Diversify across and within markets Seek good advice

Diversification

Having all your money in a single asset, or only a few different assets, results in a form of concentrated risk. For example, if you want to invest in property and pay \$300,000 for a house, your return will be entirely dependent on what happens to that single property. An important part of diversification is to hold more than one asset type, thereby reducing your concentrated risk. By diversifying your assets, you also spread your risks, because profits achieved in one asset can offset losses in another.

Get Volatility working for you.

When investment values go up or down, it does not mean that anything relating to the actual operation of the investment has changed. If you invest regular amounts in a quality Unit Trust investment, contributions automatically buy more of the investment when the price is low and less when the price is high. Over a long period, this strategy called Dollar Cost Averaging, will minimise the average purchase cost of your investment.

Summary

- 1 Understand that there is no such thing as a risk free investment, and be suspicious of anyone who promotes such an investment.**
- 2 Identify and understand the various risks involved in any investments you are considering.**
- 3 Diversify to reduce risk levels.**
- 4 Focus on building a portfolio of quality assets that has the capacity to deliver above-inflation results over a long period of time.**
- 5 Don't panic sell quality investments just because the price goes down. Provided the investments of high quality and still in line with your long term strategy, downward price movements provide an opportunity to purchase more units at the lower price.**
- 6 Conduct regular reviews to ensure that your risk remains at a tolerable level.**
- 7 Closely monitor any debts you take on. Borrowing to invest is often promoted as a good investment strategy, and it may be,**

<u>New Zealand Superannuation</u> <u>What it pays (as at April 2000).</u>		Fortnightly (before-tax)	Fortnightly (after- tax)	Annual (after-tax)
Are the figures on the right enough for you to enjoy the lifestyle you want in your retirement?	Married (both partners qualify)	\$411.16 each	\$347.00 each	\$9,022
Do you think the same or similar level of Pension will be available when you retire?	Married (only one partner qualifies)	\$390.80 each	\$330.84 each	\$8,602
If not, then please call Jeff for a detailed analysis of your retirement plans Time waits for no-one!	Single (living with others)	\$499.04	\$416.40	\$10,826
	Single (living alone)	\$542.98	\$451.10	\$11,729

Christmas Calendars, Checklists and Who Won the Wine!

We hope every one of our client's enjoyed a wonderful Christmas break, and haven't had too much trouble adjusting back into the work regime.

Distribution of our Christmas calendars was quite a feat, thank goodness we only do it once a year .We hope you enjoy our calendar and find it of practical use.

Thank you to those of you who returned your checklist questionnaire, they have been very beneficial for updating our records and ensuring that your needs are being met. Although the wine has already been won, we would still appreciate receiving any stray checklists. Remember if you would like to receive a 2002 calendar but haven't yet returned your ques-

*Congratulations to
Mr A & Mrs M Godfrey
And
Mr R Kelly & Ms D Hassett*



*Who each won a
\$40 wine selection
by returning their
questionnaires*

ENJOY!

FINANCIAL SNAPSHOT REVIEW

The Latest Financial Planning Software is here NOW. We have just taken delivery of the latest overseas needs analysis software called **FINANCIAL SNAPSHOT**



This will give you a clear snapshot picture of your savings, retirement and insurance situation and will show up any shortfalls based on your needs and goals. A colour interactive graph illustrates your current and future position. It's a real eye opener-and a must view, if you want to check to see if your current financial plans are on track to a worry free financial future. For a personal

Claims Corner

A client of ours recently entered hospital for an operation and was advised upon arrival for the op that pre approval was required. We are pleased to report Tower Health were able to arrange this with the hospital immediately, and the operation went ahead on schedule. Tower even sent out a 'get well' card to our client. A successful claim result thanks to our Tower Health dedicated Claims Handler.

Another of our clients was advised he needed an operation to repair a heart valve. Pre approval by Tower Health and an early admission to hospital (which was very important) resulted in a successful outcome.

Cost to insurance company \$23,494!

TOBIN INSURANCE SERVICES

Insurances, Retirement Savings,
Mortgages, Estate Planning

Mail to: **FREEPOST**
PO BOX 83-183
EDMONTON
AUCKLAND

Telephone: **09-4125997**
Fax: **09-412-5997**
Email: **info@tobininsuranceservices.co.nz**

When calling us please leave a message with our answer service or if you prefer try the mobile number. We will return your call just as soon as possible. Your call is important to us and will be treated with priority,
Thank you!

