

# 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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## Walky Talky

Can't talk during exercise? Slow down. US researchers have found that when exercisers on a treadmill or stationary bike say they can speak comfortably, their heart rate and other measures of exertion tend to fall within the range considered safe.

Writing in a recent issue of medicine and Science in Sports and Exercise, the authors say this suggests that people who need cues for when exercise is too intense don't need to work out with a heart rate monitor or other complicated device-they just need to try the "talk test".



## Jeff's Comments



**Jeff Tobin CLU; ANZIIF ( Snr Assoc)**

Hi everyone,

I am finding it hard to believe another end of year is nearly upon us. Must admit I am looking forward, no doubt like all of you ,to a well earned break and a chance to catch up with some quality time with family and friends. The chance to read a book with nothing to do with insurance, estate planning, investments or mortgages is always a change of routine I look forward to at this time of year.

It has been a busy year and probably one of the biggest years I have seen in terms of claims payment to our clients. Between life, trauma, income protection, hospital and house/contents claim payments, I calculated nearly a million dollars in claims settlements have been received by Tobin Financial Services clients this year.

These individuals and families have benefited from having insurance covers in place when circumstances have changed for the worse, as always unexpectedly.

Helping clients with insurance claims is a large part of what we do and creates a lot of job satisfaction when a clients expectations are met or exceeded at claim time.

On behalf of Elaine, Debbie and myself I will take this opportunity to wish you a Happy and relaxing Christmas and a Healthy and Prosperous 2005. Thank you for your continued custom and for the opportunity to be of service to you, we look forward to being of further service to you in 2005.



## Why you often pay too much when you buy stuff

It's easy to buy things on HP or using a credit card. At times it is necessary, but here are two tips on not letting yourself get hung by too much debt.

Work out the total cost you will pay before signing. It may change your mind. For example a car yard offers finance for a \$12,000 vehicle at \$150 a week for 4 years. On the face of it, those are easy payments. But that's \$150 x 52 weeks x 4 years, which equals \$31,200!!! (This is a real example on terms offered by a car dealer)

Do NOT accept access to a loan or credit card by mail. Recently a bank was offering a credit card based "home improvement" loan. "Just sign at the bottom, along with your nominated loan amount". Taking out a loan with no specific purchase goal in mind is very dangerous.

## **Enduring Power Of Attorney**

**Most of us go through our lives making independent decisions about where we live, what we spend and what we save.**

**But what happens when we are not able to make those decisions? What happens to our lives and property then? Who will pay our bills and arrange our long term care?**

All too often serious illness turns up uninvited and unannounced. As uncomfortable as preparing for the worst can be, the consequences of not taking time to make important decisions while we can makes the situation distressing for loved ones should it occur.

### **What is an Enduring Power Of Attorney?**

An Enduring Power Of Attorney (EPA) should be an essential document in your life. Unlike an ordinary power of attorney, an EPA sets out your wishes should you become incapable of managing your own affairs. Such an arrangement must be made while your mental capacity and judgment still allow you to understand what you are doing. However, you retain full control until you become unable to make decisions because of illness or injury.

### **Why Bother Having An EPA?**

Many people think their partner will be able to step in automatically. But that isn't the case. Even if you have been married 50 years, your spouse will not be able to deal with any accounts, policies or possessions if they are in your own name. They would need to go to court to be given that power. This could take months and cost thousands of dollars.

### **Who Should Have An EPA?**

Any adult should consider appointing an EPA. If this is not in place and something happens, the court will appoint one for you. This can be a stressful experience for your loved ones and may not be who you would choose yourself.

### **Choosing An Attorney**

You can chose anyone you would like as your attorney, although they must be 20 years or over when taking on the role, a New Zealand resident and not bankrupt. As long as you are capable, you can change the EPA at any time. Remember that creating an EPA gives considerable power over your property, affairs and welfare and this needs to be handled by someone you trust.

### **How Do You Set Up An EPA?**

It is wise to get independent legal advice. After all, the attorney you appoint and the powers they have could have enormous influence on the rest of your life. It is a good idea to have documents prepared by a lawyer or trustee company. Should you have any further questions regarding setting up an EPA or protecting your financial or personal future, please contact us.

## Claims Corner

In 2002, at age 32 married with a 4 year old and a 9 year old, Andrea discovered a small lump on her nipple. The GP thought it was a small infection and recommended antibiotics. After 6 months the lump had not disappeared so Andrea was referred to a breast specialist at the Super clinic. After an aspiration test, the lump was found to be clear fluid, but as a precaution Andrea was referred for a mammogram.

The radiologist found the smallest touch of cancer in her breast. The radiologist took quite a bit of time and took quite a few pictures. Andrea believes she owes her life to this radiographer who took quite an interest in Andrea's case taking up to 12 pictures that day. The radiographers persistency paid off and the specialist said the lump would have to be tested. An ultrasound also done at the time did not pick up the lump due to its small size. The biopsy was done at Middlemore hospital and it came back showing as cancer. A lumpectomy was done within weeks. Two more lumps were found and right on the edge of one of the lumps taken another small amount of cancer was found. Andrea's specialist recommended, as three lumps were found, that a mastectomy be carried out.

Andrea says "at 32 years of age it was the biggest shock of her life, having found breast cancer then told she was going to lose one of her breasts. After a big cry and talk with her husband, they decided to go ahead with the mastectomy".

The lumpectomy was carried out in July 2002 and the mastectomy was carried out in October 2002. At the time of the mastectomy a breast reconstruction operation was carried out at the same time. When Andrea woke up from the operation a feeling of relief came over her as she was told she would only need radiotherapy after her operation. Her husband Brian was with her at recovery when nine medical staff came in and Andrea's cancer doctor advised her they found another seven lumps in her breast when they did the mastectomy. That was ten lumps altogether. Because of this and the proximity to the chest wall Andrea was advised she would have to undergo chemotherapy as well as radiotherapy. Over the next three months Andrea underwent four sessions of chemotherapy, which took its toll on her body.

As you can imagine the strain was huge on the family. Andrea was advised she has a 75% chance of surviving the next five years. That really hit Andrea as she says, "it was me they were talking about". "The cancer society were brilliant and we had counselling from them, they provided home help and meals."

Two years after Andrea's mastectomy, oncology has given her a six month clearance. This means she only has to go for six monthly checks now. The future is looking really bright for Andrea and her family.

Andrea called Jeff Tobin her insurance agent, as she was concerned that having cancer affected her life insurance and that she needed to disclose this to the insurance company. As this was the first notification on Andrea's medical condition, Jeff was able to put Andrea's concerns to rest and advise her not only did it not affect any of her current insurances but that she had taken out Trauma insurance. This meant Andrea was entitled to make a claim against her policy for a Trauma claim. Trauma insurance covers thirty-eight major illnesses. Cancer being one of the traumas covered meant Jeff arranged for a claim form to be sent to Andrea straight away. Jeff says "Once Andrea had gathered her medical records, completed the claim form and sent it back to me, I was able to arrange for AXA to make payment to Andrea's bank account of the full sum insured of the Trauma cover". Andrea says, "AXA paid out really quickly, they were brilliant". Andrea and Brian applied the bulk of the proceeds to their mortgage which means they are virtually mortgage free now. Brian had been made redundant a few years ago and at that time found they couldn't afford to keep their health insurance, so this payout really took away some of the financial pressure for them.

Andrea says "she thoroughly recommends to women of all ages, if they have any lumps, bumps, odd shapes on their breast not to hesitate to go to your doctor and get recommended to have a mammogram, if it wasn't for my radiographer and doctor I would possibly not be alive today"

Thank you Andrea for sharing your story with us, we wish you the best of health and a bright and happy future.

For further information on Breast Cancer contact the NZ Breast Cancer Foundation Telephone 09-523-4397 Toll Free 0800-902732



# Cancer

In New Zealand, approximately one quarter of all deaths are caused by cancer. Main causes of cancer death for males were cancer of the trachea, bronchus and lung, cancer of the Colo rectum and anus, and prostate cancer. For females, breast cancer was the biggest killer, followed by cancer of the Colo rectum and anus, then cancer of the trachea, bronchus and lung.

## Could you afford a six-month holiday?

If you own your own business, it is very easy to be operating it such that you are the critical person. For example, most trades rely on the owner to generate the work and the team to undertake it. In retail, the owner is invariably the buyer. In manufacturing, the owner holds the customer relationships and in the professions, if your income is almost entirely dependant on charge out of your time.

But what if you took a six-month overseas holiday starting next week. What would happen to the business? I'm sure you would agree that such a holiday would require months if not years of planning. A considerable amount of money would have to be accumulated to cover lost income or to pay someone to pick up your responsibilities – otherwise the business could fail.

Now consider having the holiday FORCED on you – in the form of hospitalisation due to a heart attack, cancer or a stroke. An awful thought. If you are in business, talk to us about some simple insurance plans that cover you in these circumstances.

## Great bumper stickers

**Saw it... Wanted it... Had a fit... Got it!**

**If you drink, don't park –accidents cause people.**

**If you can read this, I've lost my trailer.**

**You're just jealous because the voices are talking to ME.**

**The earth is full, go home**

**Cleverly disguised as a responsible adult.**

**If we quit voting, will they all go away?**

**Cover me, I'm changing lanes.**

**Fight crime: shoot back!**

**Body by Atlas; brain by Mattel**

**Heart attacks... God's revenge for eating his animal friends**

**“The majority of working New Zealanders are only three weeks away from bankruptcy if they lose their jobs” – quote from the NZ Herald.**

### TWO OF THE MOST COMPELLING REASONS TO BUTT OUT

**If you smoke a pack a day, quitting will be like getting a pay rise of up to \$3,500 a year**

**After 12 months, your risk of sudden death from heart attack is reduced by almost half**

**Remember from December 10, the smoke-free Environments Amendment Act will ban smoking from all places of work, including bars and restaurants. New Zealand is the third country in the world to go smoke free after Ireland and Norway**

### TOBIN INSURANCE SERVICES

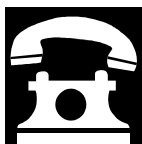
LIFE, MEDICAL, FIRE & GENERAL INSURANCE

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

When calling us please leave a message with our answer service . We will return your call just as soon as possible.

Your call is important to us and will be treated with priority,  
**Thank you!**



As a general guide on office hours, I can return your call during normal business hours of 9.00am to 5.00pm Mon-Thurs. If your call is not returned immediately it is because I am in a meeting with clients like you. Fridays, I aim to leave the office by 4.00pm at the latest –Jeff.

### Need Mortgage advice?

**For the best up to date rates and special offers call us to arrange a time to discuss your mortgage needs. This a free service to you.**