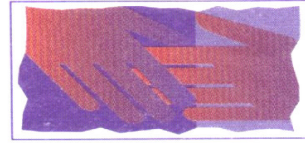


Tobin Insurance Services

"Providing future dollars, when you need them the most"

The Tobin Tribune



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

Inside this issue:

**Home Equity
Release- Tobin quoted
in Herald on Sunday—
flyer enclosed.**

**Insurance Companies
increase House and
Contents Insurance
premiums.**

**New Insurance
Agencies added to tool
chest.**

**"There is nothing more
uncertain than the timing of
death, and there is nothing
more certain than life
insurance"**

Melvin Rosenbaum

**"With mortgage insurance
you don't leave your home
to chance, you leave it to
your family".**

**"Insurance" better to have
it and not need it, than need
it and not have it.**

**"Most investments ask for a
dollar and promise cents,
life insurance ask for cents
and promises dollars"**

**'If you land in hospital, do
you want me to send you a
get well card or a letter that
says the bill is taken care
of?'**

Jeff's Comments

Jeff Tobin CLU; ANZIIF (Snr Assoc) CIP.

Hello there,

Well it's near the end of another year, most of us by now will have celebrated another birthday on lifes' odometer and are wondering what was that all about? One of my friends told me she is now 50 plus 10, personally I am 22 years old with 47 years of experience.

It will be 12 months in December since we moved to Taupaki. We are becoming experts on beef stock, using the ride on lawn mover, harrowing and learning about the different grasses in the paddocks, we are looking forward to our second summer in the country. My elderly parents have moved into their own dwelling on the property and have settled in very quickly. Dad has his raised vege garden started and we should have a good supply of tomatoes and beans. Yum.

The year has been eventful for TFS, we have experienced unprecedented growth in new insurances taken out and also new Sentinel Life time loans. I guess as the years have gone by most people are more aware of the importance of protecting their lifestyle for themselves and their families.

Some of our clients this year have again experienced first hand the benefits of having income protection and trauma insurance and we have been able to facilitate some pretty big payments back to our clients when they have needed this financial protection the most. We have also had some clients pass over and paid death claims to their partners/families. Predominantly medical insurance and contents insurance claims make up by far the highest volume of claims made and we are pleased to report claims in these



areas have been paid to our clients without problems. In one general insurance case we negotiated a bigger settlement on behalf of our client than they would have normally received, due to our policy interpretations and relationship with the claims people, this is one of the benefits TFS clients enjoy, the after sales service when it counts the most...at claim time.

Due to large weather catastrophe claims, increase in Building costs and frequency of claims the general insurance industry has reviewed its House and Contents premiums and is increasing these by 15-20% across the board. We will be offering alternative excess options at renewal, as there are some good discounts for higher excess now.

We have also taken two new insurance agencies this year. Firstly a new Life and Medical insurance agency with I.N.G Life. This company is one of the world's largest Life Insurance companies.

Secondly we have opened a new General insurance agency with I.A.G-State. These companies allow us to provide an even wider range of competitive and innovative insurance products to you, depending on your insurance needs. See over page for more details.

Thank you again for your continued custom and support this year, we feel privileged to have you as a client.

Elaine, Debbie and myself, wish you and your family a very Merry Christmas and prosperous and healthy 2008. We hope you get some quality time to relax and spend with the people that matter the most to you.

Best wishes, Jeff, Elaine and Debbie. @TFS.



Recently I was asked if I would agree to be interviewed by a Sunday Star times journalist regarding Equity Release or Reverse Mortgages. I thought this would be a face to face interview but ended up being over the phone. Banks are looking to enter into this market and they wanted to speak to someone who has been involved at the sharp end of things. I wondered if my comments would be taken out of context as I felt a journalist would take whatever they wanted from the conversation and spin it accordingly. A copy of the article is enclosed my "comments" are in the last column. To put this in context, what I actually said in respect of what was printed was "20 odd years ago people would ask me should they pay off their mortgage first or save for retirement first, my generic answer was you need to do both as you *can't eat your house* (a phrase I am sure Winston Peters used some years back when he was pushing for compulsory Retirement savings), about 10 years ago we started seeing a lot bigger mortgages being taken out i.e. over \$250,000, \$400,000 mortgages are now common place. Faced with the same question my generic answer was aim to pay off your mortgage first or at least get it down to a more manageable amount before reviewing and maybe saving for retirement, most people on fixed incomes can't do both with a high level of mortgage gearing anyway. Nowadays with the likes of the Sentinel Lifetime Loan available another option is to buy the best upmarket property you can afford and make sure it is paid off before age 60. When and if your money runs out, as we are all living longer statistically, or you need money for some purpose, you can release some of the equity and use this in retirement, especially when other money supplies you may have run low. You can also thereby stay in your home (home is where the heart is). Regardless of where your home is located, you can use a Sentinel equity release loan to your advantage in later life. The inevitable increase in the value of property over time offsets the loan and interest to a degree (ask yourself what was your house worth 20 years ago and ask what it is worth today).

Seems like they got a good caption for the heading for the article " a chance to eat your house" maybe I should copy right that?

- A Sentinel Lifetime loan allows you or your parents if aged 60 years or older to maintain financial independence and give them the freedom to use their money for whatever they wish, like home improvements, a new car, holidays, medical treatment or paying off existing debt that requires regular repayments.
- As some of you will know David Russell ex Consumer Institute has joined the board of Sentinel in April this year, this is a good indication of the ethics of the product , processes and company.

- THIS PART LEFT INTENTIONALLY BLANK

TOBIN INSURANCE SERVICES
Life, Medical and Fire and General Insurances,
Sentinel Lifetime Loans
Mail to: FREEPOST
PO BOX 83-183
EDMONTON
AUCKLAND
Telephone: 09-4125997
Fax: 09-4125996
Email: info@tobininsuranceservices.co.nz
"Providing future dollars when you need them the most"

When calling us please leave a message with our answer service. Your call will be returned just as soon as possible.
Your call is important to us and will be treated with priority. We do like to hear from you and welcome the opportunity to assist you any way we can.

- **PLEASE NOTE OUR NEW CONTACT NUMBERS.**

Thank you!

Please note any advice given here is of a general nature, we recommend a full needs analysis be undertaken before acting upon any information in this newsletter. Advice may differ depending on your personal circumstances.

Please contact Tobin Financial Services if you have any questions arising from this newsletter.