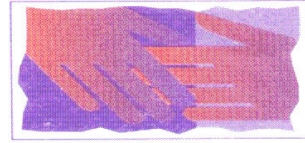


Tobin Insurance Services

"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:



**How to win a \$100 GIFT
VOUCHER. See Page 2.**

**Ask us for a competi-
tive Motor vehicle
insurance quote.**

- Agreed Value
- Lifetime No claims bonus.

**"Would you ever just walk
out on your family one
day, and never come
back, just leave them
alone in the world without
any financial help?
.....That's the risk we all
run by not having
insurance in place that
replaces our
incomes should we die or
become disabled"**

**"The best time to buy your
insurance is before you
need it".**

**"People do not plan to fail
financially, they just fail to
have a financial plan"**

**"Under insurance is like
sunbathing in a hole in the
Ozone layer"-Sunday Star Times
13 April 2008.**

Jeff's Comments

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

Dear client,

Well the season and temperature has changed and I detect a sea change is in the air politically speaking as well. Sorry, I know, don't go there, politics and all that, but if you are like me, still have to find money to pay the ever increasing bills, I also would like more than a block of cheese to meet the ever increasing cost of living. Surely we are best positioned to decide where our hard earned money is spent and not the Government. Tax is inevitable, but it's how much and what it's spent on that gets on my goat. I recall in 1999 the current Government took 125 days to increase our taxes and now over 3000 days to give us \$16 a week back. If the polls are correct, there will be a change of Government before the end of year Tobin Tribune, is posted to you.

Speaking of farm animals, not goats now, but chickens, of which we now have taken possession of three young chooks. Funny creatures chickens, they always amuse me watching them scratch around, nice to have a few that are truly free range. We have our first three eggs now, so at least I know they are working. I still haven't worked out whether the egg comes first, or the chicken?

Some interesting articles on insurance have been in the media recently. The latest one of these was in the Sunday Star Times May 25th. Headline read " Bank Under Fire over House Loss", Essentially a bank who arranged the house insurance for this family has way under insured them and under a policy type that they shouldn't have had. Their house caught fire and the end result was that these people do not have enough insurance to rebuild. I still don't know why some people take a blasé attitude and trust



non experts in a particular field when it comes to such important things. Would you let a GP operate on your Heart? Or would you seek out a specialist Cardiologist? So why let a bank teller advise on a complicated and important issue such as insurance?

I am an insurance specialist duly qualified and experienced. Do not risk leaving your insurance protection to someone who just wants to meet a monthly sales target, pushes just one brand and doesn't understand what is really involved in an insurance policy or who doesn't understand your needs. What service can a bank provide you at claim time? Unlike a Bank, we do not represent only one particular brand, we have more than one agency covering all insurance types, Life, Health and General insurance.

Sunday Star times article April 13th "Get cover or get Burned" under-insured Kiwis are assuming savings and friends will rescue them the article reports. Only 48% of adult Kiwis have life insurance compared to 80% of adult Australians. Does that make the Aussies smarter than us? Because none of us are going to get out of this life alive and 1 in 3 of us are going to be disabled for more than 3 months.

So..... I suggest as a rule of thumb that you set aside around 4% of your gross incomes for Life, Income Protection, and Health insurance. Treat it as a tax which is spent entirely on a welfare state just for you and your family. And if it comes down to a choice between Kiwi saver and insurance, choose the insurance first. If you saved 10% of your income for 5 years, a six month disability would wipe out your savings in the absence of adequate insurance.

Please see over the page. You can win a \$100 Gift Voucher for Xmas. My best wishes to you for a great 2nd half of the year, Jeff, @TFS.



4 Chances to WIN A \$100 Gift Voucher

Some years ago I sent out a questionnaire and asked for your time to complete and return this to me, so that I could update my records accordingly. I need to do this exercise again and to also ask for your help. One of the projects I have to complete is to have a web site constructed. I would very much appreciate if you felt it appropriate to write a few comments about how you have felt that we have been of service to you. This may have involved a claims experience or just general service. I may use these comments as references on the website. Even if you do not write any comments, I will appreciate you sending me back the rest of the questionnaire completed.

I would also like to get your preferred contact email address (where applicable) so that we can update these records as well.

Every form returned by 20 June 2008 will be entered into the free draw to win one of three \$100 gift vouchers. The gift vouchers can be from any store of your choosing. The winners will be notified and the winners names will be published in the next Tobin Tribune. All returned questionnaires will go into the draw.

Also any new insurance policies that are written through me from 1 June 2008 through to 1 December 2008 will also go into the draw to win an additional \$100 Gift Voucher. All and any insurance policies such as Life, medical, house, contents motor vehicle etc will qualify to be entered into the draw. If you take out a new house, contents, motor vehicle insurance this will count as three entries into the draw, similarly if you take out a new Life, Income protection and medical insurance policy this will also count as three entries into the draw. Similarly if you increase any existing policy, this will also count as an entry.

READ THIS! Source: NZ Health Information services

Approximately 28,000 people die in NZ every year. In 2006, 28,240 people died in NZ. Someone in NZ dies approx every 20 minutes.

Only 3 % of all deaths are sudden. i.e. approx 800 people per annum die suddenly.

Of Total deaths for 2006, 28,240

Medical or illness deaths accounted for	93%	26,381
Accidental causes of death accounted for	6%	1,694
Other	1%	282

Heart Disease, Stroke and Cancer account for 65% 18,356

Age band 20-65 accounts for 30% of deaths

There are 760,000 plus, hospital admissions each year.

<u>Causes of disability</u>	<u>Accident</u>	<u>Illness</u>
Short term (3-6 months)	50%	50%
Long term (6+ months)	10%	90%

Summary: Kiwis die slowly. Their jobs, incomes and businesses die with them.

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@tobinfinancialservices.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 Debbie is in the office Tuesday to Friday 9.00am to 3.00pm**

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.