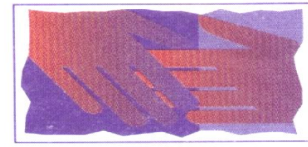


## Tobin Insurance Services

“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:

## REDUNDANCY INSURANCE

NOW AVAILABLE,  
AFFORDABLE,

A MUST HAVE FOR  
THESE ECONOMIC  
TIMES.

### Things change

Many people die before the age of 65. Most of us think we'll live to a ripe old age, but one in six males and one in nine females over the age of 30 will die before they reach age 65.\* If you die life cover pays a lump sum which can look after the debt, and the people you leave behind.

At some point, there is a good chance you'll be too sick to work over an extended period of time. Two in five people will be unable to work for six months or more because of sickness or accident.\*\*

Once you have insurance it is wise to keep hold of it. Recovery is faster without financial stress. Insurance eases your concerns, so that you can relax and get better quicker.

\* Statistics NZ 2004 Life tables

\*\* ACC berl report 1996

## Jeff's Comments

Jeff Tobin CLU; ANZIIF (Snr Assoc) CIP.

Hello friends,

Over the years many people have asked me about Redundancy insurance, until now, in my opinion, there has not been a decent product available.

Current Treasury forecast that unemployment will increase from 5% to 8% in 12 months, this means tens of thousands of workers stand to lose their jobs.

Never before can I think of an insurance product that has come along at the right time for those with foresight to benefit.

On the back page I have detailed the “ins and outs” of the benefits of a new and unique redundancy policy with a premium rating table.

As you will see the premiums are affordable and even better do not increase with age.

This policy is most beneficial for employees rather than the self employed. That is because if you are self employed in order to claim a redundancy benefit, you have to be adjudicated bankrupt.

If you wish to receive a personalised presentation emailed or posted to you, please just call or email me and I will have this sent to you within 24 hours.

With an initial six month lead in before cover effectively starts you are best to make the move to get this protection now before the Xmas put off season looms up.

On another note, we continue to receive a growing number of claims from clients, we can help you through the claims process, so if you have a claims enquiry, please call us.



This year to date one of our clients made the largest ever single medical claim on Tower Health resulting in a \$72,000 claim. Initially this claim was declined but due

to my review of the insurance company's decision I was able to have this decision overturned and the claim accepted.

I also recently arranged for one of our clients to receive the full benefits of their life insurance policy paid out under the terminal illness benefit, in the meantime the income protection benefit continues to be paid for this client. This has given this client and his family an opportunity to relocate into their own home and make some choices that would have otherwise not been possible. That ladies and gentlemen is insurance in action and I am proud to be able to deliver the clients expectation under their policy in times when they need this support the most.

On a brighter note I also had the pleasure of personally delivering an endowment policy maturity cheque to a long term client of mine. Heather took her policy out 20 years ago and now at the age of 65 is enjoying the benefits of her tax free payout and celebrating with a world trip, good on you Heather! Boy have those last 20 years flown by.

In these tough times make sure you keep your insurance covers in place, you can rely on these policies to deliver the financial assistance at the time in your life that you may need it the most. Remember it is much easier to find the premium when you are healthy and working than to try and pay the bills when you are not working due to health issues or redundancy.

Keep well and may you all remain safe, happy and enjoy good health and prosperity.

Best regards, Jeff.

## Redundancy Insurance

BELOW are key points about the New stand alone Redundancy insurance cover now available. This is something that is appropriate for today's economic climate. Job security is now but a memory for any employee. I don't think anyone can consider their jobs "safe" in the current employment environment. These policies are gong out the door like hot cakes! So get in now in case the insurance company removes this great insurance offer in the future. Once the policy is issued, it is guaranteed renewable.

- You must have a mortgage to be eligible. It can be either a home or investment mortgage.
- You are paid the money at claim time so you can apply the money to whatever you want.
- Employees you can be covered for up to 40% of your income up to \$5000 per month Applications for more than \$3,500 per month, must be supported by proof of mortgage. All applications must show proof of income such as a pay slip or employer letter.
- There is a 6 month stand down from when the policy commences, so get in now as you wont be covered for the first six months of the policy's life, there after for an employee it is a 30 day wait when you get made redundant, before payment commences.
- Monthly benefit paid in advance up to 6 months (payments) at a time.
- This Mortgage Protection Benefit is a stand alone Redundancy policy with No health questions.
- If there is discussion in the public arena that your company may be down sizing, then cover may not be available. Asteron will google your employer.
- You can claim up to 2 times (12 months in total) under the Benefit. You must be employed for 12 consecutive months before you are eligible to make your second claim under this benefit.
- Insurance benefits such as death or disability cover can be added if required with no offsets at claim time , evidence of health will be needed accordingly.
- Better suited for employees than self employed, self employed must be adjudicated bankrupt before a claim may be paid.
- Premiums not age based, therefore do not increase as you get older.

Cover and premium guide, premiums include GST.

Redundancy Cover per month income	Monthly premium	Annual premium
\$1,000	\$13.13	\$150.00
\$1,500	\$19.69	\$225.00
\$2,000	\$26.35	\$300.00
\$2,500	\$32.81	\$385.00
\$3,000	\$39.38	\$450.00
\$3,500	\$45.94	\$525.00
\$4,000	\$52.50	\$600.00
\$4,500	\$59.06	\$675.00
\$5,000	\$65.62	\$750.00



Email us now at [info@tobininsuranceservices.co.nz](mailto:info@tobininsuranceservices.co.nz) or call us 09-4125997 to arrange your Redundancy cover today.

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Chartered Life Underwriter.

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\*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 immediately or at the next opportunity.

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.

**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 Insurance Services if you have any questions arising from this newsletter.