

AUTUMN 2014

Understanding the Disability Process

Anything that affects our clients' ability to earn will affect their lifestyle, especially when their financial responsibilities continue.

On average, New Zealand families have access to enough money to provide only six weeks' worth of income. After that, if they no longer have a source of income, they will have serious financial problems.

Illness and injury are the most common events that can affect our ability to earn. The statistics below give you an idea of how common it is for people to be affected by illness or injury at some time in their lives.

- Four out of ten New Zealanders will suffer a critical illness before the age of 65. At least three will recover and live past retirement age
- Disease and illness cause 40% of disabilities, and accident and injury cause 34%
- 24% of cancer-related deaths occurred in people aged between 45 and 64
- There is a 37% probability of a female becoming disabled for six months or more before age 65
- There is a 32% probability of a male becoming disabled for six months or more before age 65
- One in six males over the age of 30 will die before they reach 65
- One in nine females over the age of 30 will die before they reach 65 years of age

Call us to discuss Income Protection and Trauma Insurance

Mary's story

Mary (not her real name) rang to say she is over the moon because her insurer has just phoned to say her claim had been accepted.

Mary suffers from an advanced form of arthritis where she can hardly walk and has to be helped to get out of bed each morning. After her phone call she felt she was walking on air!

Because her condition is progressive, Mary thought she would only have a slim chance of getting a claim through. "I thought I'd be using the Ombudsman to fight for anything" she said. She wondered if assessors would have to check on her, and her house to make sure she was "unable to perform at least two of the Activities of Daily Living"(the wording in the policy). But all it took were three detailed reports from her GP, her Specialist and her Physio to satisfy the company that the claim should be paid.

Has her pain gone away? Probably not. But Mary's comment says it all. "This pay-out has made such a difference to my life, I feel soooo good". Mary is still smiling, and I'm happy that I talked to her all those years ago.

—*Courtesy of Dennis Gibbs, Hutt City Insurance and Financial Services*

"Money can't buy friends, but you get a better class of enemy".
 —**Spike Milligan**

"Money is not the most important thing in the world. Love is. Fortunately, I love money".
 —**Jackie Mason**

"Money will buy you a fine dog, but only love can make it wag its tail".
 —**Richard Friedman**

1 in 10 Americans think HTML is an STD!

Technology is a huge interest for Tech Now—USA Today, an American news and information company, and month after month they see thousands of people visiting their site to look for coupons and deals to use when purchasing their favourite tech products. A company spokeswoman said "It seems that quite a few of us need to brush up on our tech definitions". Besides HTML, there were some other hilarious findings in their online survey:

- 77% of respondents could not identify what SEO means. SEO stands for 'Search Engine Optimisation'.
- 27% identified 'gigabyte' as an insect commonly found in South America. A gigabyte is a measurement unit for the storage capacity of an electronic device.
- 42% said they believed a 'motherboard' was 'the deck of a cruise ship'. A motherboard is usually a circuit board that holds many of the key components of a computer.
- 23% thought an 'MP3' was a Star Wars' robot. It is actually an audio file.
- 18% identified 'Blu-ray' as a marine animal. It is a disc format typically used to store high-definition videos.
- 15% said they believed 'software' is comfortable clothing. Software is a general term for computer programs.
- 12% said 'USB' is the acronym for a European country. In fact, USB is a type of connector.

Despite the incorrect answers, 61% of the 2,392 adult respondents said it is important to have a good knowledge of technology in this day and age.

No room on surgery wait list

—*Michelle Duff, The Dominion Post, 18 March 2014*

"She has a cyst the size of tennis ball behind her knee, and can't sleep more than three hours a night - but Maree Drumm didn't pass the pain test to get on a waiting list for surgery. The Wellington customer services worker lives on pain medication, has a limp and is worried the cyst, tears in her knee cartilage and osteoarthritis could lead to a permanent deformity.

She went to her doctor in May last year, and saw an orthopedic specialist at Wellington Hospital in January, who told her arthroscopy surgery was the best option. But six weeks later Ms Drumm, 51, was aghast to receive a letter from the hospital saying she had not met the 'level of need' for an operation and had only scored 60/100 on a needs test - just short of the 64 that would have put her on the waiting list. "I was absolutely gutted," she said. "I can't afford to go private . . . basically this just puts me right back at the beginning."

Ms Drumm is not alone, with doctors saying getting on to a waiting list is a growing challenge, with patients forced to meet 'pain thresholds' before hospitals will offer procedures.

Health Minister Tony Ryall's national health target is for no patient to wait on an elective surgery list for more than five months. But Medical Association Chairman, Mark Peterson, said patients who needed surgery were being told they did not qualify. "It's frustrating for GP's and surgeons - surgeons are basically saying 'Yes, you need surgery, but are unable to provide it,'" Dr Peterson said. The issue was across the board, with pressure points in orthopedic surgery and ear, nose and throat surgery for children.

Research commissioned by the Health Funds Association of New Zealand found 280,000 people were told last year they needed elective surgery, but 170,000 of them were not on a waiting list....."

If you want to sort out some private medical insurance, give one of our Advisers a call.



Chris MacKay



Neil



Ian



Blair



Chris Cornford

TEAM NEWS

Dale Lightfoot, our longest standing and most experienced team member, is officially a golden girl! — In February, Dale celebrated her 65th birthday and we joined her in celebrating now being the proud recipient of a Gold Card.

CMFP's long term part-timer, Clemmie MacKay, has been accepted for a student exchange programme to a university in London. She's having a ball by all accounts. Paris one weekend.....Edinburgh the next!



Chris MacKay
AFA, BCA, CFP^{CM}, CLU,
Fellow IFA, JP
Investments, Insurance &
KiwiSaver



Neil Henderson
AFA, Dip Mgt, NZ Dip Bus,
Dip Bus Studies
Investments, Insurance, UK
Pension Transfers & KiwiSaver



Ian Jordan
AFA, Dip FA, Cert PFS, CeMAP
Investments, Insurance, UK
Pension Transfers & KiwiSaver



Blair Bennett
AFA, MBS, Dip Bus & Admin,
Dip Banking, F Fin.
Investments, Insurance,
KiwiSaver & Mortgages



Chris Cornford
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Investments, Insurance,
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"I'm not a vegetarian because I love animals. I'm a vegetarian because I hate plants". —A. Whitney Brown

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- Current call rate is 3.50% pa
- * Ask for an investment statement.
- Our disclosure statement is available on request and free of charge.

Puns of a fun nun!

Reponses of a Catholic School Test

As articulated by the children—miss-spelt words have been retained to preserve humour!

In the first book of the Bible, Guinness. God got tired of creating the world so he took the Sabbath off.

Jesus was born because Mary had an immaculate contraption.
Christians have only one spouse. This is called monotomy.

The epistles were the wives of the apostles.

Adam and Eve were created from an apple tree. Noah's wife was Joan of Ark.
Noah built an ark and the animals came on in pears.

The Egyptians were all drowned in the dessert. Afterwards, Moses went up to Mountcyanide to get The Ten Commandments.

Jesus enunciated the golden rule, which says to do unto others before they do one to you. He also explained a man doth not live by sweat alone ...

The people who followed the Lord were called the 12 decibels.

The Epistels were the wives of the Apostles.

One of the oppossums was St. Matthew who was also a taximan.

St. Paul cavorted to Christianity, he preached holy acrimony, which is another name for marraige.

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If any family members, friends, colleagues or clients would benefit from talking to one of our Advisers about their financial planning and insurance protection needs, then please contact us—we welcome referrals from you.

"My problem lies in reconciling my gross habits with my net income". —Errol Flynn

"When I was young I thought that money was the most important thing in life; now that I am old I know that it is". —Oscar Wilde



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—Julie Adderley-McIntosh

PLEASE DO KEEP US IN THE LOOP!

We do like to know any changes to your contact details, occupation or change of work, marital status or new additions to your family, your new tax rate or if your financial circumstances change substantially.

These things may affect your insurance, your Will, your Family Trust or perhaps your tax rate for KiwiSaver and other PIE investments.

It's in your interest that we know, so please do let us know!

If you were a smoker when you took out your insurance and haven't smoked in the last 12 months, it may be possible to get your premiums reduced. If this sounds like you, contact us and perhaps we can save you a few dollars!



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