

Investments - Insurance - KiwiSaver - Mortgages
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WINTER 2015

Martin Crowe & Money Matters

How does Martin Crowe deal with the uncertainty of how long he has left, and the certainty that it is not that long?

Martin Crowe reflects on his life with David Walsh

"The first thing I had to come to terms with, and this is very obvious for everyone, has to do with money and security. When I looked at my situation I was covered because I made a call at the age of 40 to get cover for everything; trauma, long-term illness, death. I did it because I had a little girl who'd just been born and who needed protecting.

"I am in a position where, because I'm not supposed to be alive, they have already paid me. I've set up a trust so when I leave, Emma will be looked after. It is an odd situation where you are paid out for death while you're still alive, but it's a clause they have in there these days. If you have 12 months or less, you can call upon that money."

About a year ago someone asked Martin how he would like to be remembered, or what he would like people to say about him when he is no longer around. Martin pulled out his phone and shows what he wrote in answer to that question. In capital letters he had typed:

**"HE CARED. HE SERVED.
 HE OFFERED HIS WISDOM.
 HE HAD A GOOD HEART. HE LAUGHED.
 HE LEARNT. HE LOVED. HE LIVED."**

Sunday Times—March 16, 2015

Compelling reasons to talk about Trauma Protection

Arguably the most important major medical condition covered under Trauma Protection is cancer and accounts for the highest level of claims made—69%.

It's a scary statistic: Cancer was the leading cause of death for both males and females in New Zealand in 2010, accounting for nearly a third of all deaths according to the NZ Ministry of Health.

In 2014, 69% of all AMP Trauma claims were for cancer, equating to a total of \$15.3 million in claims to New Zealand families for cancer conditions.

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Blair Bennett

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"A person should set their goals as early as they can and devote all their energy and talent to getting there."

—**Walt Disney**

Mohammed Ali

Words of Inspiration from The Greatest

"I am the greatest, I said that even before I knew I was."

"If my mind can conceive it and my heart can believe it, then I can achieve it."

"What you are thinking is what you are becoming."

"Don't count the days; make the days count."

"What keeps me going is goals."

"It isn't the mountain ahead to climb that wears you out; it's the pebble in your shoe."

"Live every day as if it were your last because someday you're going to be right."

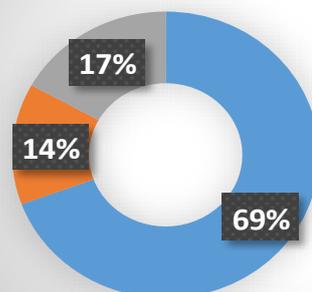
"Age is whatever you think it is."

You are as old as you think you are."

"If they can make penicillin out of mouldy bread, then they can sure make something out of you".

"To be a champion you must believe you are the best. If not pretend you are."

Trauma Protection Claims



■ Cancer - 127

■ Heart - 25

■ Other - 31

Spotlight on KiwiSaver Diversified Portfolios

The Grosvenor 'Conservative' KiwiSaver Fund

Recommended Minimum Investment Period :	4 years
Range of Expected Returns (gross) in any one year (after fees) :	-3% to 15%
Range of Expected Returns (gross) in any rolling ten year period (after fees) :	3%pa to 9%pa
<i>Expected Long Term Return Forecast per annum after fees (and tax)</i>	
Prescribed Investor Rate of 17.5%	5.1% pa
Prescribed Investor Rate of 28%	4.6% pa

Information supplied by Grosvenor Investment Services. All portfolios are market-linked and no future returns are guaranteed. The ranges have been calculated using 2.5 standard deviations of return volatility. Statistically, this means that actual return outcomes are expected to fall within these ranges with 99% confidence. Put another way, actual return outcomes would be expected to fall outside these ranges in only one year out of every 100 years.

Claims top \$1 Billion for another year

Financial Services Council new statistics show personal insurance claims have topped \$1 Billion for the 4th year in a row

In the year to March 31, New Zealanders were paid more than \$21.8 million a week for their life, income protection and credit insurance claims.

FSC chief executive Peter Neilson said claims were up more than \$151.8 million compared to four years ago, to \$1.137 billion for the year.

He said paid-out claims had grown 15.4% over the past four years, three times faster than inflation.

That showed the industry was meeting its commitment to pay valid claims when policy-holders suffered long-term illness or premature death.

Neilson said the latest statistics showed there was a trend for more New Zealanders to hold income protection insurance.

"There is increasing awareness that ACC covers accidents but not sickness unless caused by long-term workplace exposures. The government's sickness benefit is also family income-tested," he said.

Neilson said thousands of families did not qualify when the main income earner fell ill and quickly found their savings ran out.

"It's pleasing more are deciding to protect their wealth by taking up income protection cover, while huge numbers are benefiting from more than \$1.13 billion being paid out annually for life, income and credit insurance claims," he said.

—New Zealand Financial Advisers News Centre, 13 May 2015



FIXED INTEREST

Grosvenor Corporate Bond Portfolio (PIE) *

Current running yield (after fees) of around 3.91% pa

Grosvenor Income Securities Portfolio (PIE) *

Current call rate is 3.75% pa

Current 3 & 6 and 12 month rate for the families is 4.00% pa

Current two year rate is 4.25% pa

* Ask for an investment statement

Our disclosure statement is available on request and free of charge

"The more you praise and celebrate your life, the more there is in life to celebrate."

—Oprah Winfrey

TEAM NEWS

We are pleased to welcome Rachel Poulain to the Administration team. Originally from the Hawkes Bay, in her spare time Rachel enjoys books, music, film and food!



Chris MacKay

AFA, BCA, CFP^{CM}, CLU, Fellow IFA, JP, FNZFAA

Investments, Insurance & KiwiSaver



Ian Jordan

AFA, Dip FA, Cert PFS, CeMAP

Investments, Insurance, UK Pension Transfers & KiwiSaver



Blair Bennett

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Investments, Insurance, KiwiSaver & Mortgages



Chris Cornford

AFA

Investments, Insurance, & KiwiSaver

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"It is good to give when asked, but it is better to give unasked, through understanding."
—Kahil Gibran



YOUR UK PENSION NEEDS YOU

The Inland Revenue are changing the tax rules for UK Pensions.

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Contact our Authorised Financial Adviser:

IAN JORDAN

AFA, DipFA, Cert PFS, CeMAP
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