



## Welcome



As midyear fast approaches, getting your financial affairs in order and setting goals for the year ahead should be top of mind.

In this newsletter we look at the future of 'insurance in super' and how this may impact your financial circumstances.

I also encourage you to consider the value of having life insurance cover to protect your family.

Each day I talk with clients about their financial planning and risk strategies. I understand that you have your own varying situations, expectations and lifestyle goals. It is my role to provide the most appropriate advice and develop a plan that is specific to your needs.

I invite you to contact us to talk about any of the topics in this newsletter or to assist with matters of specific interest to you.

Kind regards

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## Is your Family Covered?

It's no surprise to hear that raising a family can be expensive. However, it may be news to know that an average middle-income Australian family spends a staggering \$812,000 to raise two children to the age of 24.

As this number has increased by around 50 percent since 2007, it's safe to assume that the cost of raising children in Australia will continue to escalate.

With this in mind, have you considered how your family would be impacted by the sudden loss of income if you weren't able to work due to an injury, illness or death?

If something were to happen to you, would your children's education costs be met? Or would they potentially need to relocate to a more affordable school?

Whilst no one ever wants to imagine that something could happen to their child, unfortunately this is a reality for many Australian families every year.

Therefore, have you considered how you would cope if one of your children became seriously ill, injured, or worse? Would you be able to take time off or perhaps even leave work permanently to

care for a sick or disabled child, and still cover their medical expenses?

If you answered 'no' or 'not sure' to any of the above questions, now is the time to consider how life cover could protect your family's financial stability in the event of some of life's unfortunate events.

I invite you to give me a call to discuss your insurance needs that may include: Consideration for Practical Cover; School Fee Protector Cover; Carers Allowance and Family Protection Cover and a range of other insurance solutions that may be tailored to your family's needs.



## Insurance and your Super

The Government changed the superannuation regulations in March this year to limit the types of insurance that can be offered in superannuation.

The intent is to avoid situations in the future where insured benefits could be trapped inside super preventing the fund member from not having immediate access to them.

### What does this all mean?

It means that certain types of insurance benefits that are

currently structured inside super won't be available in the future for the trustees to take out on behalf of members.

This won't matter whether that person was a member of the super fund prior to 1 July 2014, however for members that currently hold an insurance policy within their superfund, these policies will be 'grandfathered', meaning they will keep their current term and conditions.

It is important to know that there have been changes around 'own

occupation' TPD and trauma cover. The insured event under these types of cover would typically not meet a superannuation condition of release.

In the case of 'own occupation' TPD and because the claimant is assessed against their ability to perform their own occupation rather than against their ability to perform any occupation for which they have education, training or experience (or ETE), there is a risk that the fund trustee is unable to release the benefit.

Similarly with a trauma policy, there is no natural connection between the insured event under the policy terms and a condition of release in super.

As you can see there is much to consider particularly as it applies to your individual circumstances. I strongly recommend you seek advice and take this opportunity to extend an invitation to you, to give me a call to discuss how your superannuation fund may be impacted by the changes to regulations affecting insurance.

## We've got you covered

Most people wouldn't dream about driving without car insurance. Aren't the passengers in the car more important?

Unfortunately over 1,290\* people dies on Australian roads every year. If you died or you were seriously injured, would your

family be able to cope?

Never leave loved ones short. Call me today so we can review your life insurance needs.

Source: Department of Infrastructure, Transport, Regional Development & Local Government – June 2012



## FAST FACTS... About Breast Cancer



- Breast cancer is one of the most common cancers in Australia <sup>1</sup>
- Many women do not know that drinking alcohol and being overweight can increase your risk of breast cancer.<sup>2</sup>
- Many women are not aware that the risk of breast cancer increases as they get older.<sup>3</sup>
- The vast majority of breast cancers are diagnosed among postmenopausal women; about three out of four of breast cancer cases occur in women 50 years and over.<sup>4</sup>

- One in nine women in Australia will develop breast cancer in their lifetime.<sup>5</sup>

With an estimated 128,000 new cases of \*cancer will be diagnosed in Australia this year, with that number set to rise to 150,000 by 2020<sup>6</sup> it is becoming increasingly important to consider Crisis Recovery cover as part of your life insurance portfolio. Call me today to learn more about what is most suited to your situation.

1 <http://www.cancer.org.au/aboutcancer/FactsFigures.htm>

2 <http://canceraustralia.nbocc.org.au/risk/>

3 <http://canceraustralia.nbocc.org.au/risk/>

4 <http://canceraustralia.nbocc.org.au/risk/calculator.php>

5 <http://www.cancer.org.au/aboutcancer/cancertypes/breastcancer.htm>

6 <http://www.cancer.org.au/about-cancer/what-is-cancer/facts-and-figures.html>

\* Cancer includes: Cancer (Female Organs), Cancer (General) and Cancer (Melanoma)