



2nd Quarter 2008

IN THIS ISSUE

- An advisers tale
- Up coming events
- Five steps to a healthy heart

Up coming events

AFA Brisbane Lunch Function

Date: 6th June 2008-05-28

Venue: Victorian Park Golf Complex, Herston QLD.

Time: 11.45 am start, 2.30 pm finish

GenXt Workshop Brisbane

Date: 4th July 2008

Venue: PIS Brisbane office

Time: 9 am to 5 pm

AFA Toowoomba Lunch Function

Date: 11th July 2008

Venue: TBA

Time: TBA

AFA National Forum

Date: 22nd to 31st July 2008

Venue: All States

Contact: Jenelle Saunders
(02) 9089 8700 to register

An adviser's tale



I have been in the Financial Services Industry for over thirty years. Like most practitioners of my vintage, I started off in the Life Insurance industry and was a "true believer". So much so I even lectured for the Insurance Institute and helped turn many advisers into similar advocates of a noble profession.

Times change, people and professions change and over the years after obtaining my CFP qualifications, I became more and more involved with helping people achieve their investment and retirement goals. Life Insurance was always mentioned but I stressed to clients to consider Income Protection or Trauma Cover as there was an increased likelihood that they would make a claim, as most term life insurance policies will lapse quite often before death from old age occurs. I had administered many claims over thirty years for premature death, yet only a handful of clients had died as modern medical science keeps people alive longer these days. If dollars are critical, Income Protection and Trauma are paramount - or so I thought.

It is very true they are of the utmost importance as many clients can attest. Through a near death experience, I now realise that but for a fraction of an inch, the Life Insurance I took out when I was a "zealot" would have provided much needed funds for my family to continue their normal lifestyle.

More to the point, if only one policy in a thousand results in a claim, to the family of the deceased, whilst no money can bring back a loved one, life can eventually return to normal, at least from a financial point of view.

I am lucky to be alive and proud to say my wife and family, did not have to make a claim. So why have I now returned to my "zealot" status and would advocate that everyone who has loved ones needs adequate (not just "token") Life Insurance?

On a recent Sunday evening my wife and I were walking up the hill of a street adjoining our home. We had just left Church and were half way up the hill, my wife walking on the footpath and myself about half a metre in the road. Admittedly we were on the left hand side of the road when perhaps common sense would have dictated that we be on the right hand side (facing any oncoming traffic) but in a quiet street, on a Sunday night, who would have suspected malice. Whilst not overly light, there was little chance that any cars could not have seen pedestrians, besides, cars do not travel that close to the gutter I thought - oh yes they do - or at least one did.

Apparently the noise of my whole body hitting the car was heard up the street. My wife maintains she will never forget that sound.



One minute we were having a casual conversation, the next minute I was flying through the air like an amateur superman only to land crushed and bruised on the footpath.



I did not hear the car, he did not stop (probably drunk or under the influence of drugs) and all I remember was waking from a drunken like stupor and asking my wife to "take me home as I don't feel too well".

Between my hazy recollections of blood, people, police etc. I remember the ambulance officers (who were fantastic) cutting off my clothes and putting a brace on my neck. Next thing, assuring my wife I had been "stabilised", they took me to the hospital where I had my first (and hopefully last) experience in a casualty department and subsequently intensive care ward.

I could write a separate expose on the hospital experience and the fact that I encountered other patients in the intensive care ward who also reaffirmed my belief in Critical Illness Insurance, Income Protection Insurance and Life Insurance.

I finally woke up from the effects of slight bleeding to the brain, bruising to my lungs, heart and body and a suspected "minor" heart attack. Miraculously I had no broken bones and after the effects of morphine had subsided, I began to realise a fact which until then had escaped me.

Most mere mortals consider themselves indestructible as young folk. This feeling often continues as our aging minds try to trick the body into thinking its still young.



Medical Science assists us to overcome many illnesses. We often take for granted we will live to a ripe old age and die in our beds.

From an every day perspective, whilst relatives and patients find it hard to live with the diagnosis of cancer, stroke, heart attacks, in most instances, everyone has time to adapt to death. However, what about the husband who leaves home one morning and doesn't return, or the wife who takes the kids to school and collides with a car or as in my case, someone simply walking up a street who is hit by a car?



Most likely these events from a statistical point of view only represent a very small percentage of premature deaths but statistics don't mean a thing if you or your family are the ones involved.

Lying in hospital feeling sorry for myself and thanking God that I was still alive, I realised that even though this event wouldn't be a claim on my Income Protection Insurance (apart from a small hospitalisation benefit) and even though it would not be a claim on a Trauma Policy (a contract I am unable to obtain in any event due to my Diabetes). In case the unthinkable had occurred, at least any outstanding debts I have would have been settled and my wife and family would have had enough to assist with their ongoing lifestyle.

I now also tell my clients that no one likes the thought of their family making a claim on Life Insurance and no one likes to pay premiums for something from which they personally will never benefit, but isn't the small price one pays worth the peace of mind.

Source: David Holloway, CFP

Five steps to a healthy heart



The heart attack rate has dropped dramatically in Australia, but it's still way too high. Avoiding smoking and getting enough exercise are important for heart health, and there are easy dietary changes to reduce the risk of cardiovascular disease.

You are what you eat

Enjoy top heart-healthy foods – including fruits, vegetables, wholegrain breads, brown rice, wholemeal paste and any cereals labelled "wholegrain", nuts and fish (fresh or canned).

Healthy Eats

Choose healthy fats. Use extra virgin olive oil for salads and cooking, or substitute other liquid vegetable oils in cooking, if desired. Avocado and nuts also contain heart healthy fats.

Check Food Labels

Avoid trans fats and minimise saturated fats. Check food labels. Less than 0.1 per cent fat is OK. If trans fat is not listed, avoid foods where the ingredient list includes vegetable fat or partially hydrogenated vegetable oil. Minimise saturated fat by choosing lean meat and fat reduced dairy products and keep fast foods, biscuits, cakes, pastries, confectionary and snack foods for occasional use only. Trans and saturated fats raise blood cholesterol much more than cholesterol in foods such as eggs.

Weight Watch

Eat only when you're genuinely hungry. Stop eating before you feel stuffed. Enjoy less healthy foods and drinks at parties, but not every day. Get as much exercise as you can. A pedometer gives good feedback. Aim for 10,000 steps a day.

Cut Back On Salt

Cut back on salt. Over 80 per cent of the salt we eat comes from salt added to processed foods. Go fresh whenever possible. With processed foods, select low-salt versions.

Source: Dr Rosemary Stanton