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## Welcome to Advanced Financial Solutions Newsletter December 2015

*Hi I'm Sarah, the new PA/Office Manager at Advanced Financial Solutions.*

*Whether you're contacting us at the office by phone or email you'll probably end up talking to me.*

*I look forward to supporting Wayne, Brian and Andy in helping you with any questions you have about your insurance.*

*So don't hesitate to give us a call at anytime as we are here to help!*



## **MERRY CHRISTMAS AND A HAPPY NEW YEAR FROM THE TEAM!**

Here at Advanced Financial Solutions we want to wish you a safe Merry Christmas and a Happy New Year.

Our office will be closed from Thursday 24 December and re open Monday 11 January 2015.

If there are any urgent requests Wayne, Brian and Andy will be available on mobile during this time.

**Wayne Ph: 021 2741 410   Brian Ph: 021 938 232   Andy Ph: 021 118 9018**



## ***Mortgage Interest Rates***

You may ask yourself right now "Should I break my mortgage and re-fix?". If you're anything like my husband and I, we fixed our mortgage last year on our new home at over 6% as from today the rates are lower than it's been for 4 years. One bank offering under 4% fixed for 12 months.

Did you know that we now deal in Mortgages? Why don't you give us a call and see what deal we can get for you!



### **Health insurer Nib buys ANZ's health insurance book.**

Australian insurer Nib has bought the the medical insurance business of ANZ bank-owned Onepath Life.

Nib established itself in New Zealand in 2012 with the purchase of the Tower medical insurance business.

It paid \$24.67 million for Onepath's medical insurance business, leaving the insurer to focus on selling life and disability insurance, largely to ANZ bank customers.

The purchase still needs to be passed by the Reserve Bank, which regulates insurance in New Zealand. A decision is expected before Christmas.

Once the acquisition goes through, Nib expects to see an immediate jump in earnings a share in its New Zealand business.

The deal will bulk up Nib, giving it a total of 200,000 New Zealand health insurance customers, about 15 per cent of the insured market. OnePath Life has about 20,000 medical insurance policies covering 44,000 people.

Nib's managing director Mark Fitzgibbon said in an announcement to the ASX that the company's aim was to grow its presence in New Zealand, especially in the adviser market. The majority of the Onepath policies were sold by insurance advisers.

He promised Onepath policyholders a "seamless" transition to Nib.

Rob Hennin, the chief executive of Nib's New Zealand business said 70 per cent of Kiwis has no health insurance, so there was considerable growth potential for the company.

- Stuff

## Rose's Story - Protecting your family is top priority

Age: Mid-30s, Insurance: Trauma Cover, Claim: Spinal Tumor

In 2007, Rose's husband Leon migrated to New Zealand from the Philippines to lay the foundations for a new life for his family. After a year, Rose and their two children joined him and have since settled well in the Kiwi lifestyles.

Although a little dubious about insurance, protecting their family was a key priority so Rose and Leon made a smart decision to take out Life and Trauma Insurance. This way they could have peace of mind that financially everything would be taken care of in the event that one of them fell ill or passed away. "When you have a young family you need to look after them come what may. We've worked so hard for this Kiwi lifestyle and we can't afford to put that in jeopardy."

In early 2013, Leon and Rose met with their insurance adviser, Judy to review their insurance needs. They sat around the table together and talked about what cover they had in place and how it would work. The conversation soon turned to health issues and Rose mentioned that she recently had an MRI scan for lower back pain. A tumor was found in her spine which appeared to be growing rapidly and needed to be removed. To Judy's surprise, Rose didn't seem to be worried at this stage. For Judy, Rose's condition seemed quite concerning, and although it hadn't dawned on her, Judy thought that she may have a possible future Trauma claim. Judy gathered all the details from the scan and took them to OnePath to discuss with the claims team.

The claims team confirmed that Rose would qualify for a claim after she had surgery to remove the tumor. Unfortunately, Rose didn't have medical insurance so she had to rely on the public health system and join the waiting list. "At this stage I was starting to feel anxious about my condition. Whilst driving my boys to and from school I was having incidences of losing the feeling in my leg. I knew it was getting serious but I had to wait my turn for surgery." Judy urged Rose to speak to her GP again so she could see a specialist and speed up her operation.

It took a total of three months before Rose was able to have surgery. She then spent 10 days in the hospital. Rose and her family were relieved that she could focus on recovery and Judy had more good news - Rose was eligible for a Trauma claim payment of over \$106,000.

"Nothing is more important than your family and your health. A health scare like this is a solid reminder of how true this is – and how important it is to have a protection plan in place." Rose and Leon plan to use their Trauma Cover payment to help assist them in buying their first home in New Zealand and to provide for quality family time.

Judy was thrilled that she was able to help. "Seeing what a difference Trauma Cover can make to a client's health, family and lifestyle certainly gives an adviser true belief in what they do."

### **Ask yourself...**

If I was diagnosed with a serious illness, would I have enough money to support my family while I receive treatment and recover?

### **Things to think about...**

Trauma Cover provides a lump-sum payment if you experience a covered medical

condition. You can use this to replace a lost income, or pay for medical treatment or any additional help you may need – it's up to you.

**Fact**

Two out of five males and one out of four females over the age of 30 will suffer a critical illness before they reach 65.

*Source - General Cologne Life Re Australia, 2002*

*Names have been changed to protect the customer's privacy.*

CHECK OUT OUR NEW WEBSITE AT  
**WWW.ADVANCEDFS.CO.NZ**  
AND DON'T FORGET TO LIKE US ON FACEBOOK!

HAVE YOU MOVED RECENTLY?

Don't forget to drop us a line at [09 478 8212](tel:094788212) or [admin@advancedfs.co.nz](mailto:admin@advancedfs.co.nz) if you've recently moved house or changed phone numbers so we can update our records.



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