



## News:

Financial Protection Specialists



# Integrated

## FINANCIAL

## Welcome

Welcome to this issue of Integrated Financial News. We hope you find the articles and features interesting and informative. In this edition we look at the review process, which is an essential part of keeping your financial protection in line with your current circumstances. We also feature an article on the importance of someone knowing where your financial information is stored. A case study is also featured to highlight the importance of financial protection. Our last article looks at your flexibility and the benefits of stretching. We will soon be enjoying the Festive Season and on behalf of us all at Integrated Financial, we would like to wish you and your family a very Merry Christmas and a Prosperous and Happy New Year.

If you would like any family members, friends or business associates to receive a copy of this Newsletter, please contact our office with their details and we will gladly send them a copy of our newsletter.



Kind regards, **Peter Moyle**

## “The Strategic Review” ... part of the Integrated Advantage

The review process is one of the key service components that we deliver. Furthermore, a review of your circumstances and all previous advice is an integral part of the financial protection process that aims to ensure that your business and / or lifestyle goals are achieved.

It is important that risk protection objectives are reviewed regularly and that the strategies in place continue to meet these objectives.

There may be some major factors that impact on Risk Protection Objectives, such as:

- Starting a new business or entering into a business partnership

- Increasing business or personal loans — would the current insurances be enough to pay off these debts and still have sufficient funds to keep the business running smoothly.
- Purchasing a new home or investment property
- Are rehabilitation costs, expenses and on going income covered if you are unable to work?

There are many strategies to consider when reviewing Financial Protection for businesses, such as Key Person Protection, Business Succession, Loan Protection and Estate Equalisation. Personal strategies include Death Cover,

Total & Permanent Disability, Critical Illness and Income Protection.

Part of our process is to discover your goals, dangers, opportunities and strengths which then allow us to create a Business and Personal Protection plan designed specifically for you.

The review process is an important part of ensuring your financial protection remains relevant to your current circumstances and is definitely worth an investment of your time.

Please do not hesitate to contact Craig Fleming if you or any of your associates are in need of a financial protection review.

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## Sharing Important Financial Information with Loved Ones

Suppose you are in the middle of your workday and you receive an urgent telephone call from the local hospital. The caller informs you that your spouse has been the victim of a serious car accident and is unconscious. The shock of finding a loved one in such a dire situation can make it difficult to cope with normal, everyday matters.

Now, suppose your loved one, who has handled all the family finances, were to suffer an untimely death as the result of the accident. While you are grieving, it will be even harder to tackle the difficult job of identifying and gathering important financial records and documents. Will you be able to quickly identify the numbers of bank accounts and **insurance** policies? Can you locate the whereabouts of **wills** and other key documents?

Unfortunately, this situation is not uncommon. To avoid finding yourself in this predicament, it is important to take the time to sit down with your spouse and prepare an inventory of pertinent financial information. Update it regularly as changes occur and share this information with family members or other trusted associates who will need to know where this list can be found. This document will help a surviving spouse, or any other family member or close friend who must manage your financial affairs after your death, carry on smoothly and without undue delay.

Source: MDRT — Insights

### What Information Should You Include?

The following information will give you a good start on what to record:

- **Basic Data.**  
This should include your full name, maiden name, and date of birth.
- **Financial Contacts.**  
List the names of your lawyer, accountant, insurance adviser, and other financial representatives, along with their contact information.
- **Financial Assets, Liabilities, and Account Numbers.**  
Identify all financial assets, including bank accounts, insurance policies, and company benefits along with relevant identifying numbers. Also, note any outstanding liabilities, such as mortgages, loans, and credit card debt.
- **Location of Key Documents.**  
Finally, identify the location of your will, trust documents, and insurance policies.

Handling the death of a loved one is never easy. However, leaving an updated inventory of vital financial information can help ease the process for those who are left behind.

## Behind every statistic is a real person...

One very real way to demonstrate the value of financial protection is to provide you with case studies that show how the protection can work. This is one such case study.

### ***This is Mike's story...***

As an architect, Mike accepted the tight deadlines and long hours to be just another part of his business.

By the time he was 47, Mike had worked hard to reach his position and was proud of both his achievements in the industry and the quality of lifestyle he was able to provide for his family — his wife and two young children.

Mike preferred to think about his next challenge rather than the pressure that he was under. He didn't consider his eating on the run, his early starts and his late finishes, to be of any concern. After several seasons of missing the occasional touch football game, he gave the sport away altogether. He didn't realise that the running around he did at work did not really qualify as exercise.

These however, were the reasons for Mike's heart attack at age 48.

The effect on the family was devastating. Mike's wife, who normally stayed at home to look after the two young children, now needed to go out to work to finance the mortgage, as well as household and medical bills.

Mike was not there for his business. The employees had to look after the pressure to make sure things were still running smoothly. Worse still, because Mike had to spend four weeks in hospital and then recuperate at home, the children had to be sent to child care — a further drain on their income.



### **Our solution**

If Mike had taken out Critical Illness Cover, Income Protection and Business Expenses Cover, he would have had a lump sum payment and monthly income to ease his immediate financial concerns for his business, hospital and medical bills.

His wife would not have needed to go to work and the children could have stayed home under her care. This would have given Mike the opportunity to take as much time as he needed to recover without the added stress of changing the family's lifestyle and the worry of the financial pressures associated with his business to cover the day to day operating expenses.

In short, the Critical Illness Cover, Income Protection and Business Expenses Cover could have helped Mike's independence and his family's and business financial security.

If you need to reconsider your position on your financial protection or would like to discuss the options available to you, please do not hesitate to contact Peter Moyle on 8279 3333.

Source: CommInsure

## Insure Your Health by Stretching

Stretching is for people of all ages; it is the place to start.

If you are not flexible you won't be able to have good form when performing strength manoeuvres. As your muscles and tendons become more supple and your joints become more flexible they will function more efficiently. You will notice a mild increase in strength but you will find a greater improvement in your balance, agility and timing. This means your golf, tennis, surfing, running or the sport that you're interested in will appear to become easier. You will essentially feel younger and be able to enjoy activities later into your life.

People with chronic recurring injuries can be placed into two categories; those whose injuries arise from decreased flexibility and those whose injuries are associated with strength deficiencies. Often people have a mix of both with one predominating. How does this happen? Well if you discount illness such as arthritis, infections and accidental injury, then just through the act of living our metabolic by-products oxidize and glycate us and this results in increasing stiffness. Loss of flexibility is a characteristic of ageing. Time and gravity then exert a relentless effect over our body, slowly changing our posture and ability to move. The effects are imperceptible in our 20's, hints appear in our early 30's, it is noticeable in our 40's, annoying in our 50's and 60's and devastating in our 70's and 80's

While it is not possible to turn back the clock, it is definitely possible with regular stretching to significantly reduce the fibrous change in our soft tissue, therein decreasing the severity of the osteoarthritic changes that can develop in our body.

Stretching can be used to maintain spinal health and prevent the return of injuries. Regular stretching can contribute to improved sporting performance. Stretching will reduce muscle tension. Your muscles, tendons and joint ligaments will become more supple and you will feel more relaxed. This great flexibility translates into less stiffness and less pain, less often.



Spinal stretches can improve the blood and lymphatic flow through your muscles and tendons and improve the circulation of synovial fluid within the joints. Unlike weight training, where muscle growth responds better by using higher repetitions and greater weight, ligaments, tendons and connective fascia respond best to low repetitions held for a longer time and performed on a daily basis. With high repetitions the ligaments and tendons can be easily overstretched.

Depending on your level of flexibility and daily practice you will start to feel changes within 2 to 3 weeks. Obvious changes will be felt in 2 to 3 months and greater changes will take a year.

Once you've got into the habit, stretching is pleasurable and it's free!

Should you require a brochure on stretching, please log on to the following link:

[www.spineandsport.com.au](http://www.spineandsport.com.au)

Source: Sean Allwood

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