

## Spring Greetings from the team at CFS

This newsletter is a further attempt to bring some light relief to our readership that unfortunately is bombarded by 'experts' predicting doom gloom and a national rugby team imitating finance company success!

We have adopted the philosophy that many companies are promoting but getting very little press coverage of - 'We're

too busy for a recession!'

In line with this I would like to promote our new mortgage broking service with Tony Pope joining the CFS team earlier this year. Whether you are upgrading or just refixing your mortgage, please call us here and have a talk with Tony.

# Why Use a Mortgage Broker?

In these turbulent financial times 'borrowing' has become more difficult, not so much as in ability to repay the loan but because institutions will limit the loan to roughly 80% of the value of the security.



Compare this to a period 18 months ago when the banks determination of property borrower's suitability consisted of the single question 'Has the person got a pulse?' because property was a sure bet, 'property values always increase!' It is due to this changed environment that we believe use of a mortgage broker will benefit the client. The reasons for using the services of a mortgage broker are far more than just getting approvals for loans greater than 80%. A mortgage is a commodity like any other; you go to a bank (retail outlet) and they will try to sell you their single product. When you consult a mortgage broker, you have many banks' products to choose from and a solution can be

offered that suits your specific situation. Month to month the banks offer different interest rates as they operate in a competitive market and by choosing an intermediary the client retains the right to choose the best offering. If you wish to discuss your mortgage requirements with a professional mortgage broker we are fortunate to be able to offer you the services of Tony Pope. He has 13 years lending experience to guide you through these challenging times. If you are coming off fixed interest rates and would like to take advantage our free financial health check, please call us today.



*So that's where it goes! Well, I'd like to thank you fellas for bringing this to my attention.*

# Why Do I Have Personal Insurance?

*'Mike, I am sorry to say that you should now measure your life in months rather than years....'*

At the age of 56 these were the words Mike Drinkwater was not expecting to hear from the surgeon who diagnosed a CT scan and found a significant tumour on the head of Mike's pancreas. 'Suddenly life got very much brighter,' says Mike, 'Never did I focus on the gloomy side of such a terminal diagnosis.'

Many years earlier, Mike and his business partner had insured themselves for life and income protection so they

had peace of mind for their respective families should things 'turn to custard!' The terminal illness clause in Mike's policy enabled him to be paid out as soon as the diagnosis was verified and income protection came into play very soon after. 'The relief of emotional and financial stress by having such a policy has meant that we could make choices and focus on enjoying our lives together, however long that life may prove to be. What I didn't realise was that alternative treatment to chemotherapy and radiation is costly and sadly not funded by the health system but having this type of policy has most definitely given

me and my family more hope than we could ever have contemplated otherwise.'

Mike has some small regrets that he didn't think a little more realistically about the level of income protection but has looked on his cancer diagnosis as an opportunity rather than a threat to his lifestyle. 'Many think of having such a diagnosis and imposed lifestyle changes as depressing and sad but we have welcomed many of the changes and in fact it has shown us the true meaning of love and friendship and value of life that we may never have experienced without cancer.'

Mike continues his journey with the cancer, a journey he describes as a hurdle race that is well into his second year and is now considered as one of those cases that has the medics baffled. Thank you, Mike, for sharing your experience and good luck with your ongoing battle. Our individual requirements for insurance change over time and what may have been an excellent policy several years ago may be redundant thanks to changes in personal circumstance. To assess your insurance requirements we insist on a face to face meeting at least once every three years.



## International Business With Cows

### AN AMERICAN CORPORATION

You have two cows. You sell one, and force the other to produce the milk of four cows. Later, you hire a consultant to analyse why the cow has dropped dead.

### A FRENCH CORPORATION

You have two cows. You go on strike, organize a riot, and block the roads, because you want three cows.

### A JAPANESE CORPORATION

You have two cows. You redesign them so they are one-tenth the size of an ordinary cow and produce twenty times the milk. You then create a clever cow cartoon image called 'Cowkimon' and market it worldwide.

### A GERMAN CORPORATION

You have two cows. You re-engineer them so they live for 100 years, eat once a month, and milk themselves.

### AN ITALIAN CORPORATION

You have two cows, but you don't know where they are. You decide to have lunch.

### A CHINESE CORPORATION

You have two cows. You have 300 people milking them. You claim that you have full employment, and high bovine productivity. You arrest the newsman who reported the real situation.

### AN INDIAN CORPORATION

You have two cows. You worship them.

### A BRITISH CORPORATION

You have two cows. Both are mad.

### A NEW ZEALAND CORPORATION

You have two cows. People ignore the cows, and instead constantly ask you about sheep.



CFS represents the following insurance companies: AIA, AXA, ASTERON, ING, SOUTHERN CROSS, SOVEREIGN AND TOWER

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