

He crossed the Tasman to join us!



Brian Magellan is our newest team member, having crossed over from Australia with his New Zealand wife to settle in her native Christchurch. Having met in Australia, they decided to make the move in time for their baby daughter to be born a kiwi, who is now 3 months old.

Brian has had a very full 10 year career in financial services in Australia, including time with Macquarie Group, Westpac and AMP. His background crosses over insurance, investments and mortgages, so he is able to provide a comprehensive look at his client's financial situation before recommending insurance cover.

Brian also brings a somewhat educated base to his expertise, holding a Bachelor's degree in Economics, a second Bachelor's Degree in International Business and a Diploma in Financial Planning.

He says he chose SwainWoodham to work with because, "It was the perfect size firm to offer genuine client service and the people here are fantastic to work with."

We welcome Brian and wish him all the best.

The 'Big C' is our greatest fear.



A recent survey carried out in New Zealand showed CANCER to be the disease we most fear. This would partly be due to the media it attracts, but mainly due to that fact that most of us know someone who has had cancer.

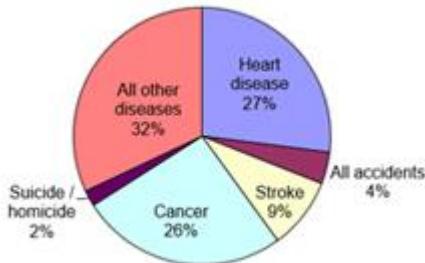
Treatment for cancer is improving all the time, with drugs like Herceptin and others making the news with increasing frequency. These are known to defeat the disease for many or at least prolong the life of the person suffering.

But this is where it all goes wrong financially. Physically, during treatment it is nearly impossible to continue working and maintain your income. Some drugs are not funded, so this can be a massive cost. But psychologically, the impact is also very severe. Not only is there considerable stress from the loss of income and prolonged recovery period, but many struggle with their dice with death and feel very mortal after the experience. Their outlook changes and each day becomes precious. For many, tangible possessions pale into insignificance compared to experiences and being with friends and family.

We find that many who have Trauma cover (a lump sum in the event of being diagnosed with cancer, a heart attack or stroke etc) use some of it to take a 'back to life' trip. This could be a quiet reflective retreat or taking the family on an exciting overseas holiday to celebrate beating it.

Ask us about Trauma cover if you do not already have it. It's been a life-saver in its own right for many as it removes financial stress and allows for the post-treatment 'back to life' experience.

How do we die?



The graph shows the causes of death for New Zealanders as in the last decade. Heart disease, cancer and stroke collectively account for nearly two thirds of all deaths. We all fear car accidents and other forms of accidental death, but these only account for 4% of the total.

There is no such thing as dying of 'old age', people die from a disease picked up in later years. But as you know, the big three – heart disease, stroke and cancer, can and do occur at surprisingly young ages.

We strongly believe in what we do, which is to provide financial security for surviving members of a family when a parent and partner dies or has a prolonged illness. Life insurance and its associated policies of trauma, health insurance and income protection exist for genuine reasons.

How a Lotto win can bankrupt your neighbour!

Research from the Federal Reserve Bank of Philadelphia found a significant jump in bankruptcies among households living near someone who won a big lottery jackpot.

Economists believe that people may see the good fortune next door and feel pressure to accumulate more assets of their own, especially flash cars, trips, home improvements and items they simple can't afford.



Keeping up with the Jones's is NEVER a good idea. Live your own life, work towards your own goals and within your ability to fund them. Don't live to impress... because quite frankly, the ones you are trying to impress simply don't care! They like you for who you are, not what you own.

When Monopoly becomes real



Adam Carroll is a researcher that had a unique way of testing his theory on money. He withdrew \$10,000 in real notes and gave it to his kids to play monopoly with! It's fun to throw \$500 notes around and pay rents of \$1,000 and buy everything we land on. But what if it was real money? Would it change your attitude to the game?

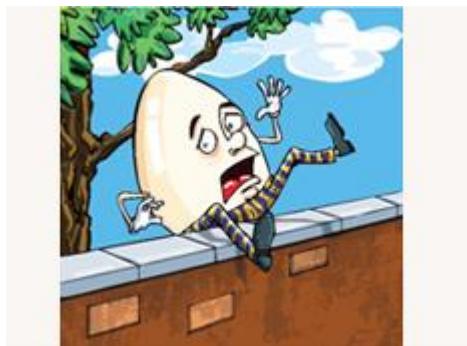
Yes it certainly did. His 7, 9 and 11 year old children gave a lot more consideration to what they bought, which properties they put houses on and each transaction they made in general. Before they randomly bought everything they landed on and threw money around with little thought.

Carroll concluded that, "Kids today are being raised in a world where money is no longer real. It is an illusion but it has very real consequences." Getting credit is too easy and wanting the \$700,000 house and not the affordable \$500,000 home is how many young ones look at life now.

Only 4% of money used for transactions today is in coin or notes, so it's not real. Dunn and Bradstreet found that "people spend 12-18% more when using credit cards instead of cash."

Go to [Youtube.com](https://www.youtube.com) and search for "When money isn't real: the \$10,000 experiment. Adam Carroll" to watch the full video on the Monopoly experiment using real money. It's worth watching.

8 facts you won't believe, but are true!



1. Russia has a larger surface area than the planet Pluto.
2. Oxford University in the UK is older than the Aztec Empire.
3. France was still executing people by guillotine when Star Wars opened in 1977.
4. For every human on Earth there are 1.6 million ants.
5. Ten percent of all the photos ever taken were taken in the last 12 months – cell phones are to blame!
6. Shakespeare made up the name 'Jessica' for his play Merchant of Venice.
7. Your chances of being killed by a vending machine are actually twice as large as your chance of being bitten by a shark.
8. Nowhere in the Humpty Dumpty Nursery Rhyme does it say that Humpty Dumpty is an egg.
9. There are more fake flamingos in the world than real ones.

SwainWoodham Group
65 Durham Street, Sydenham, Christchurch 8023
P O Box 25-206, Christchurch 8144
Phone (03) 366 4220 Fax (03) 365 0048
Email: info@swainwoodham.co.nz

swainwoodhamgroup
Insurance with heart!