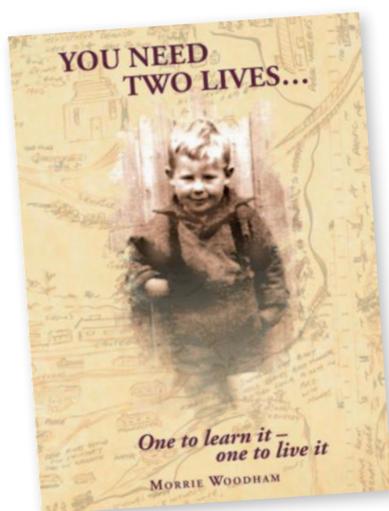


You need two lives - one to learn it, one to live it

Morrie Woodham, the retiring Principal of the SwainWoodham Group, has written a book entitled, "You need Two Lives - One to Learn It - One to Live It". This intriguing title covers the life of this remarkable man and his family. It is a montage of stories from Morrie's most interesting life, compiled so that the history of this family can be handed down through generations to come.

These are stories of Morrie's parents hardships, Depression years and kids growing up in the 50s, 60s and 70s. It's a history of Morrie's life in New Zealand and



his wide overseas travel which formed his impressions to find himself. The book's title is a hint on how he never stopped taking in life's lessons.

Then he met Joss, his great love and together they built a home, family and business on the rollercoaster of life. The book is a no-holes-barred account of his journey that you will find a quiet reflection laced with humour.

Morrie and Joss plan a book launch in the garden at Touch-N-Go this coming Spring.

Earthquake caused a shakeup in life insurance attitudes

As the saying goes, it can take a seismic event to cause a change in thinking. In the case of life insurance that appears to have happened quite literally.

Asteron Insurance surveyed the country and found that a quarter of all New Zealanders are now more likely to take out income protection insurance following the Christchurch earthquakes. "Kiwis are underinsured compared to most OECD countries for some reason" says Asteron, "but the events in Christchurch have given them a new appreciation for the value of life insurance in all its forms"

You can insure against a multitude of unforeseen events as they affect you financially. The obvious one is a lump sum for the surviving family in the event of death. But what if you don't die? What if it's an issue that stops you working for a few months or years? In that case you can insure your

income, be it in the form of a lump sum or a regular payment.

Cases of hardship in Canterbury as a result of the quake are constantly in the news. But the news only reports property claims and issues around their payouts. Hospitals have many cases of severe injuries and earthquake induced traumas that are causing considerable financial heartache over and above property damage.

You can replace your house but still being able to pay the bills is another matter. Ask us about some options to cover you in the event of losing your income. And that's not in anticipation of another earthquake - strokes, cancer and heart attacks among other causes can bring your income to a standstill too! Remember that ACC only pays out in the case of accidents and not illness.

4 ways to get your finances sorted

- 1. Have your mortgage reviewed.** With mortgage interest rates at rock bottom levels, you may be surprised how negotiable your lender or other lenders are. Ask us for a reputable mortgage broker who can give you a FREE assessment if you don't wish to approach your lender yourself.
- 2. Do a ruthless review of your direct debits and auto-payments.** Take a look at all the regular payments going out of your bank account and for each item ask yourself can I manage without it or can it be reviewed? Examples are your power company and your internet/phone provider.
- 3. Credit cards: Do you have an outstanding balance on this that never seems to drop? The worst part of it is that you are probably paying**

19% to 23% interest. The first step is to set a target. Let's say its outstanding balance is currently \$6,000. A realistic target might be to have it down to \$2,000 by Xmas. Now look at the other card lenders for a deal on low interest (like 2.99%) if you switch the balance to them. Then allocate (in this case) a set \$400 per month on auto-payment to pay the card off. The last part is to freeze the card in ice and don't use!

- 4. Reassess your insurances including car, house, life and health.** We can help you do this. The main reason people may be paying too much is that what they have now is no longer appropriate to their current circumstances.

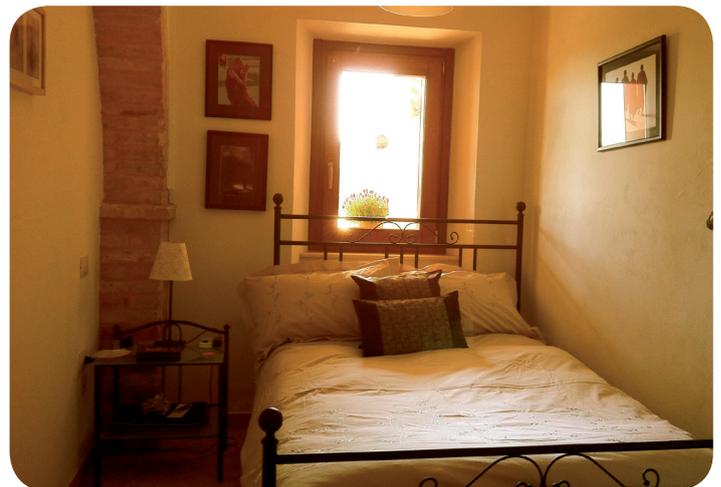
Income versus growth investment assets

Two terms you will often hear when referring to investments are "income" and "growth". They explain the nature of the investment vehicle and should be understood before you make any commitment to a fund or term deposit or share float.

Investment asset classes that include bank deposits and fixed interest bonds are regarded as INCOME assets. These give you regular income payments in the form of interest, while at the end of the investment term you simply get back the exact amount you put in.

Property and shares are generally regarded as GROWTH assets. You may receive some income from them in the form of rental payments, income distributions or share dividends, but you can also anticipate that their actual value will increase over time.

A well managed portfolio will always contain examples of both types. Ask me for more details as to why this should be.



Your spare bedroom can provide tax free income

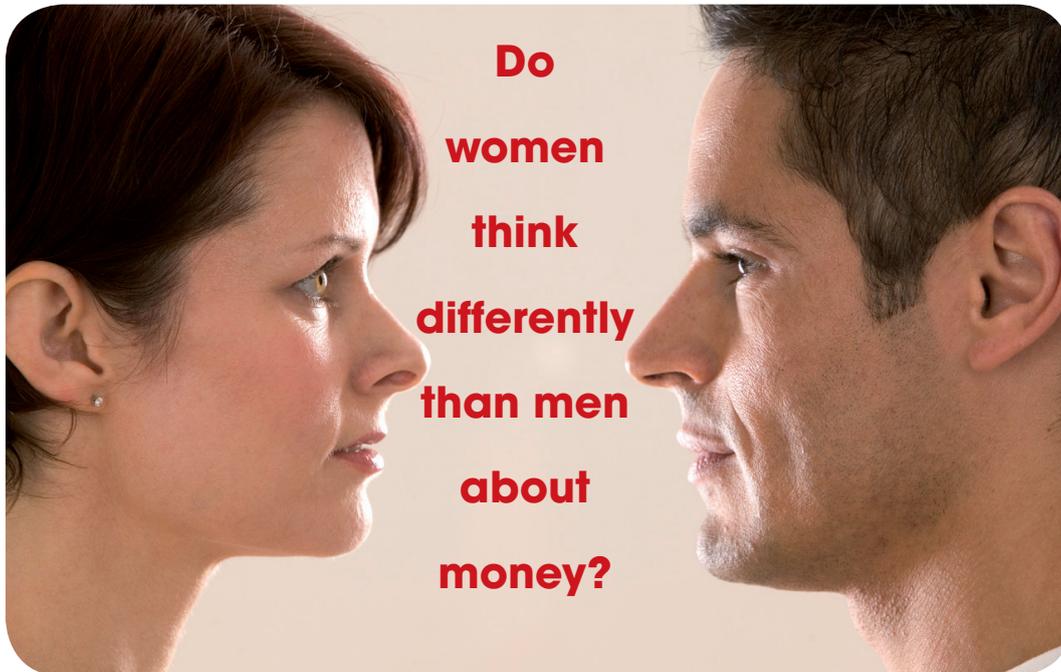
Did you know that if the kids have left and you want some spare cash, you can take in a boarder - tax free! So if you can rent the room for say \$150 a week, then that's \$7,800 a year tax free!! And it really is absolutely legally tax free.

Some good advice for your kids

Did you know that every \$10,000 limit on a credit card means shaving around \$70,000 off the amount that can be borrowed on a mortgage? Banks treat the LIMIT of a credit card, not the amount outstanding on it, as the liability.

So tell your kids to turn down offers of higher limits on their credit cards if they are seeking a mortgage. And don't forget to have them ask me about a mortgage before they talk to a bank. I can give them the right questions to ask and point them in the direction of a great independent broker.





**Do
women
think
differently
than men
about
money?**

Yep! Fordham University found that males see money as closely linked with identity, esteem and power. Females on the other hand have a greater interest in money as a means of obtaining things and experiences that they can enjoy in the present.

The general findings were that women appear to regard buying things that enhance their lifestyle as gratifying. But they tend to be critical of their own money-handling, and are more likely to seek advice in money matters.

Men on the other hand are generally likely to associate money and possessions as symbols of status and power, and have a need for control over their finances. Men reported greater confidence and risk-taking with respect to money matters. Women tended to be less frugal but

more security-oriented in money handling, and more fearful of negotiating a big-ticket purchase.

The findings here are generalised of course, as both genders would show a good number of exceptions to these characteristics. However the point is that there are differences, which in some cases these can cause relationship issues. While the majority of married couples seek compromise and common ground in their financial goals, this is not always easy.

The best way to overcome any differences is to focus on long term goals. We help give a more objective viewpoint on achieving your long term goals, while accepting that such gender attitude differences will always be there.

Foods that help you eat your way to health



Get smelly. Garlic, onions, spring onions and leeks all contain stuff that's good for you.

Knock one back. Polyphenols (a type of antioxidant) is found in green tea, red wine and olives and is believed to help protect you against a number of diseases including breast cancer. Blueberries, strawberries and raspberries contain anthocyanidins, which are also powerful antioxidants.

Curry favour. Hot, spicy foods containing chillies or cayenne pepper trigger endorphins, the feel-good hormones.

I say tomato. Tomato is a superstar in the veggie pantheon. Tomatoes contain disease-fighting lycopene and are rich in vitamin C.

Eat your stress away. Eating unrefined carbohydrates, nuts and bananas boosts the formation of serotonin, another feel-good drug

Cool off WITHOUT a beer. Don't eat carbohydrates for at least an hour after exercise. This will force your body to break down body fat, rather than using the food you ingest. Stick to fruit and fluids during that hour, but avoid beer.



Can you name some of Napoleon's Generals?

Just look at a map of New Zealand to do so. This country was settled shortly after the Napoleonic Wars (1803 to 1815). Since most initial settlers were British, the war was still fresh in their minds. As a result, many places are named after victorious British Generals and Admirals.

Wellington is named after The Duke of Wellington, the commander of British land forces against Napoleon at Waterloo. Then there are General Sir Charles Napier, General Lord Palmerston, Major-General Randall Mackenzie and Major-General Sir William Ponsonby.

Admiral Lord Nelson, Lt-General Sir Thomas Picton and Admiral Richmond have their names on places at the top of the South Island, with the main street in Nelson being Trafalgar after the famous sea battle. Surrounding streets are named after Admirals Hardy and Collingwood. Collingwood took over after Nelson's death at the Battle of Trafalgar.

While not of the Napoleonic era, others areas also use military commanders as the basis for their names. For example Major-General Sir Henry Havelock, General Lord Clive, General Sir Neville Lyttelton and Captain Hamilton have New Zealand places named after them.

If 99 other people were born on the same day as you, then by the time you are 65...

If you are a man:

- 49 would still be healthy
- 13 would be dead!
- 10 will have contracted cancer
- 9 will have had a heart attack
- 3 will have had a stroke
- 16 will have other serious diseases or injuries.

If you are a woman:

- 66 would still be healthy
- 8 will be dead!
- 11 will have contracted cancer
- 3 will have had a heart attack
- 11 will have had a stroke
- 2 will have other serious diseases or injuries.

Source - Institute of Actuaries, Australia

The information in this newsletter is of a general nature, does not take into account your financial situation or goals, and is not a personalised adviser service under the Financial Advisers Act 2008. You should seek advice from a financial adviser which takes into account your individual circumstances before you acquire or dispose of a financial product.

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