

All the very best for Christmas  
from the team at  
Swain Woodham  
and have a prosperous  
New Year!



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## Christmas Kiwi Quirks

NZ first experienced Christmas when it was celebrated in 1642 by Abel Tasman's crew on board his ship. The next time was in 1769, by James Cook's crew. The first reported Christmas Day service on New Zealand soil was given by Missionary Samuel Marsden at Hohi (Oihi) Bay in the Bay of Islands in 1814.

Santa Claus was first seen in retail stores in New Zealand in 1894, at Wellington's DIC store on Lambton Quay. He was there to encourage families to shop at DIC. Since then, almost every mall and major shopping precinct now has a Santa present.

Santa Parades have been around since 1900 and have never lost their appeal. They were created by retail stores to draw customers into that area to do their Christmas shopping. Sadly there is nearly always a financial motive.

Interestingly, Christmas Day only became a public holiday in 1910! A NZ newspaper of December 25, 1841 doesn't even mention Christmas.

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Pulse!

Newsletter Christmas 2017

## It's been about the people for Nigel for 20 years

Nigel Hickey joined the firm 20 years ago last month. It's easy for him to remember the date, as his son was born one week before he joined.

Nigel had recently returned from the big OE at the time, which followed gaining two Bachelor degrees, one in Economics and one in Commerce. A good friend of Nigel's was the son of the firm's recently retired Chairman, Ken Swain. This was the connection that saw him first get into financial services, as Ken had a thriving insurance brokerage in Invercargill at the time.

Initially Nigel was mentored by the legendary and now retired Morrie Woodham. Morrie remembers Nigel starting, when he took Nigel on client appointments with him. "He understood right from the start, that's it all about the people, not the product". Having worked in a Government Department, Nigel was also reminded that "Flash suits don't sell insurance" and to just be himself with clients. He was a quick learner and has risen to become a director of SwainWoodham.

Nigel is supported by his wife Monique and has three sons who keep him on his toes. In his spare time, Nigel socialises with like-minded cricketing parents, since he spends many weekends each year watching his son play the game. He also enjoys running half marathons, fishing in the Sounds and reading good books.

Over his 20 years, Nigel has noticed a number of changes to the industry. Of note is the emphasis on compliance and duty of care for clients. While Nigel has always prided himself on his passion and commitment for helping clients personally, he is delighted that the industry as a whole has now reached a much higher level of professionalism.

Will we still see Nigel here in another 20 years? If Morrie and Ken's tenures are anything to go by, then it's highly likely.



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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*Insurance with heart!*



## Am I willing to change my lifestyle?

We all have our 'ideal' life in mind. It may be to retire at 60 and travel the world. It could be the opposite and to retreat to a small beach house and fish all day. Maybe it's to turn your hobby into a lower paying, but stress-free and highly satisfying job.

Whatever it is, it will cost money. You can't do a lot if your only income is the national superannuation. Equally, many baby boomers (those aged between 50 and 65) decide to "do things while in good health", so undertake the month in Europe or buy the \$100,000 BMW at younger ages, with the future too far away to think about.

We all know that fixing your sights on a goal can alter your current behaviour. So strongly visualising your ideal long term lifestyle will help you get there. But the key is not to ask yourself, 'how much do I need to save to achieve this,' but to ask, 'how much am I willing to change my lifestyle in order to achieve my goal?' For example, you may decide to trade down your house, buy a less expensive car or miss a trip or two. It's your decision, but focusing on the long term will get you there a lot faster.

If you would like some independent thoughts on financing your long term lifestyle, ask us.



## "We haven't the money, so we have to think."

Ever wondered about the man on the \$100 note? The famous words in the headline are from him, being Lord Ernst Rutherford when he led his team in their pioneering work on the structure of atoms.

Born in Nelson, 1st Baron Rutherford of Nelson and Cambridge, became a Nobel laureate for his work in nuclear physics. Soon after the discovery of radioactivity in 1896 by a French physicist, Rutherford identified the three main components of radiation and named them alpha, beta, and gamma rays. His study of radiation led to his formulation of a theory of atomic structure, which was that the atom has a dense nucleus about which electrons circulate in orbits. Remember this from your school science?

In 1919 Rutherford conducted an important experiment, when he bombarded nitrogen gas with alpha particles and obtained atoms of an oxygen isotope and protons. This was the first artificially induced nuclear reaction. The Rutherford, a unit of radioactivity, was named in his honour.

Rutherford was awarded the 1908 Nobel Prize in chemistry, was knighted in 1914, and was made a baron in 1931. He died in London on October 19, 1937, and was buried in Westminster Abbey.

Rutherford's discovery altered the course of modern science and made possible the development of nuclear physics. However, Rutherford's reaction to his achievement was typical of his understated style, when he said, "it was playing with marbles".



## Five key rules to a satisfying financial life



#1: Live within your means: This might sound obvious, but having a little left over each month to save, invest or pay down debt quicker makes you feel a lot happier.

#2: Keep it simple: Automate as many of your regular bills as you can. Pay yourself a weekly cash allowance. Have someone manage your core investments. Don't have any more accounts than you really need.

#3. Don't chase the 'Next Big Thing': You need to exercise patience. The latest investment fad is just that - a fad. And waiting for it is not the best way to retirement wealth. Slow and steady through regular contributions across a number of types of investments is the answer to a comfortable retirement.

#4. Cover your back: As the saying goes, the best laid plans of mice and men often go awry. Insure against the things beyond your control such as ill health, death and natural disasters.

#5. Never borrow against depreciating assets: Cars, holidays and other luxuries depreciate fast (holidays are fully consumed) so don't run up additional costs through interest on them, particularly through credit cards. Just wait a little longer until you can buy them with cash.