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Welcome to Wealth Matters

Thank you for your feedback in relation to our previous editions of Wealth Matters. We are grateful that our clients find value in the newsletter and will continue to strive to provide valuable (and interesting) information to you.

In this issue we provide some valuable information on risk protection and staying healthy. Please enjoy.

What is Risk Protection?

If you've ever had a car crash, a flight cancelled, fallen seriously ill or been robbed, you'll know how stressful these incidents can be. If you have insurance, the cost of repairs, medical treatments, travel changes or theft can be softened.

Insurance provides the money you need when things go wrong. But with so many companies providing different types of insurance, it's important to read the fine print, ask lots of questions and find the right policy for your needs.

Transferring risk

In life there is always a risk that things can go wrong. And if they do, you need money to meet your costs and avoid chaos in your finances.

Insurance is about managing risk. By taking out an insurance policy, you are transferring financial risk to your insurer, for a fee. Without insurance, you're taking the risk of meeting those costs yourself.

Are you protecting your family from life's surprises?

A recent survey conducted for the Financial Services Council by Rice Walker found that only 4% of those with dependants have sufficient life insurance¹. This has the potential to greatly affect families who aren't covered if one parent were to die.

Sufficient life insurance is generally accepted to be at least 10 times the insured's earnings. But alarmingly, six in ten people with dependants don't have enough life insurance cover to look after their loved ones for more than one year if they were to die.¹

Wealth Today believe these alarming results could be due to a lack of awareness about the types of life insurance solutions available and the cost of purchasing cover.

Many people insure their home and their car, but fail to insure their most important asset, their ability to produce an income, which is also their life. People fail to realise the value of their 'working' life. It supplies the capital that fuels the lifestyle that you and your family enjoy, not just now, but well into the future.

Even an annual income of \$30,000 today is potentially worth more than \$1 million in 20 years' time. Imagine no longer having access to that potential income - through injury, illness or death - which is so vital to you and your family.

There are many insurance products available that come under the 'life insurance' umbrella. So understandably, trying to evaluate the best product to protect your family can be daunting. Contact your Wealth Today Adviser for a comprehensive risk management assessment.

Those with life insurance, but who have not updated their policy recently, could also be at risk. Life changes such as marriage, the birth of a child, or purchase of a house all impact your life insurance needs.

¹ FSC-Walker Fast Facts: a nation exposed!

Did You Know?

At the time of going to print there are less than 80 days till Christmas. Does this feel you with dread. Listed below are some tips you help you save money when you shop.

Tip 1: Research

If you're looking to purchase something valued at \$25 or more, do your research to find the best deal.

Tip 2: Consider purchasing online

Online retailers can invariably offer goods at a significantly reduced price. By only having an online presence rather than retail store, online retailers save on overheads, rent and staff – savings they can afford to pass on to customers. Do your in store brand and price research then compare it to what's on offer online. There are many reputable online retailers that offer genuine brand home wares, tools, electrical goods, clothing, jewellery, watches, cosmetics and more at lower prices than you can find in store. If you have the time, it can also be very beneficial to use reputable bidding sites where even better deals can be snapped up on new and quality used goods! Always be sure to check the time and cost of delivery and the site's return policy before purchasing as this affects the cost and convenience.

Tip 3: Wait for sales

Most retailers regularly hold sales throughout the year. If you can, hold off on purchasing items until they are on sale.

Tip 4: Avoid dry cleaning only clothing

Dry cleaning can be expensive, especially if your regular work or day-to-day clothes can't be machine washed. Check care instructions before purchasing and keep dry cleaning just to the odd 'special occasion' outfit.

A large, 3D, red, blocky font graphic that reads "BIG SALE". The letters are thick and have a slight shadow underneath, giving them a three-dimensional appearance. The background is plain white.

Tip 5: Always ask for a discount

Don't be embarrassed to ask your retailer for a discount! They usually have room to move on price and what's the worst that can happen? They say no. But if you succeed, you save! Clothing and department stores are unlikely to budge on advertised prices but home wares, electrical appliance, computing etc. stores, where purchases can be sizeable, are certainly the kinds of places to ask for a better deal, especially when you are purchasing more than one item. Give it a go and you'll be surprised. You'll never want to pay ticket price for anything again!

6: Avoid shopping to de-stress

Forget the term 'Retail Therapy' and de-stress by taking a walk along the beach, watching a movie or curling up with a great book!

Tip 7: Before you buy, ask yourself if you really need it

This applies to everything from a set of tea towels, a new stereo system, to a new car. Ask yourself if it's worth going into debt for, or just how far it will stretch the family budget. Remember that you need room in your family finances for emergencies and stretching your discretionary dollars to the limit is never a good idea. A good strategy can be to look at what you think you need, walk away and if you haven't thought about it again for a few days, you don't need it!

Your Wealth Today Adviser can provide you with a "Cash Management Tips" booklet which can help you build your financial surplus.



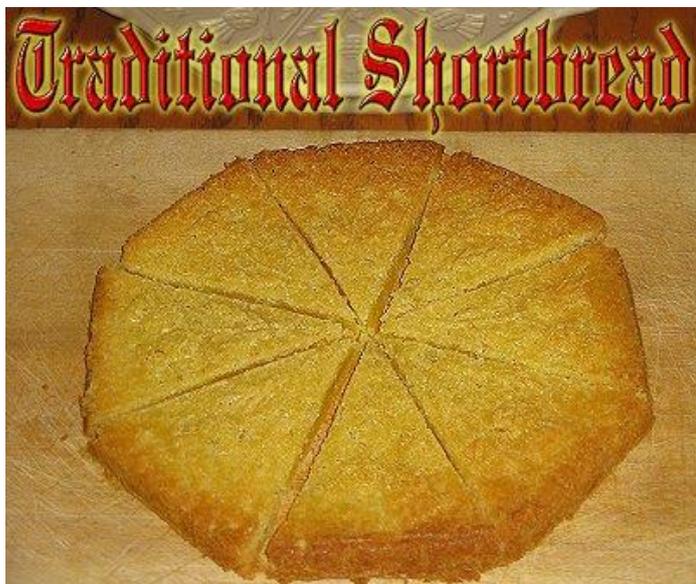
Simple tips to help you save everyday.



It's all about building your financial surplus.

Traditional Shortbread

Buttery, lightly golden and impossibly moreish, this traditional shortbread will delight loved ones at Christmas.



Prep Time 15 mins

Cooking Time 20 mins

Serves 2

Ingredients

- 250g butter, softened
- $\frac{3}{4}$ cup (155g) caster sugar
- 1 teaspoon vanilla extract
- 2 cups (300g) plain flour, sifted
- $\frac{1}{2}$ cup (90g) rice flour, sifted

Step 1

Preheat oven to 160°C. Grease 2 oven trays. Line with baking paper. Using an electric mixer, beat butter, $\frac{2}{3}$ cup sugar and vanilla until light and fluffy. Stir in sifted flours.

Step 2

Divide dough into 2 portions. Shape into 2 discs. Roll 1 portion between 2 sheets of baking paper to form a 20cm round. Carefully transfer to prepared tray. Repeat with remaining dough.

Step 3

Using a small knife, score each round into 8 wedges, being careful not to cut all the way through. Pinch edges of rounds to form a scalloped effect. Prick top of rounds with a fork. Sprinkle with remaining sugar.

Step 4

Bake for 20 minutes or until golden, swapping the trays halfway through cooking. Cool on the trays and then serve.

These will make a great Christmas gift for family and friends.