

# Do you have the right things covered?



## Did you know?



More than three out of four Australians will be diagnosed with a serious illness in their working life<sup>1</sup>



One in five working age parents will die or become seriously ill or injured<sup>2</sup>



One third of women and a quarter of men will suffer from some form of cancer during their lifetime<sup>3</sup>

## However:



of Australians have comprehensive car insurance<sup>4</sup>



of Australians have home or contents insurance<sup>5</sup>

Yet ONLY  
4%



of Australian families with dependent children have the recommended amount of life cover<sup>6</sup>

## Despite the fact that:

98%

of insurance claims are paid without dispute<sup>7</sup>



An average

\$15.9 million

was paid by life insurers to

251



every working day in 2011.

That's a massive

\$3.9 billion

paid to Australians for the year 2011.

## Interesting statistics aren't they?

It's funny how most of us insure the simple and basic things that can easily be replaced - like our car and the contents of our home. However, not many of us cover the most important things - like our health and income.

These statistics outline how 75% of us will be diagnosed with a serious illness during our working life, yet nearly all of us are under insured when it comes to protecting our life and income.

Regardless of whether you rent, have a home and mortgage or are paying off an investment property, the most important thing right now is to protect your income in the event of unforeseen circumstances.

It is essential to ensure that your continuing financial obligations are able to be met during these difficult times. It is important **for you and, most importantly, your family.**

Understanding the likelihood of these unforeseen circumstances will assist in determining the appropriate action to help protect you and your family. As part of our duty for responsible lending, it is our role and obligation to remind and help you to invest in protecting your financial and lifestyle commitments.

**Please contact the office if you would like to know more about how you can best protect your assets and lifestyle. Remember it's not just about providing insurance, it's about providing reassurance for you and your family.**



Call the office if you would like further information on protecting you and your lifestyle.

1 ABS Statistics | 2 The LIFEWISE / NATSEM Underinsurance Report February 2010 | 3 Cancer Council: Cancer in Australia: an overview, 2008 Australian Institute of Health and Welfare (published December 2008) | 4 AAMI Fact Sheet, Shopping for Car Insurance, September 2008 | 5 Australian Trade Commission Report, Insurance in Australia, 2009 | 6 IFSA, A Nation Exposed, Closing the Protection Gap, 2005 | 7 General Insurance Code of Practice - Overview of the Year 2009 - 2010 | 8 The Risk Store Industry Stats 2011 (published May 2012).

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