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From: Maxwell Insurance <maxwellauckland@gmail.com>
Sent: Thursday, 16 June 2022 12:43 PM
To: swam2111@gmail.com; kewinshajiedu@gmail.com
Subject: Policy No: 379128 for Mrs Swathy and Mr Kewin Shaji
Attachments: Disclosure Statement maxwell.docx; Fidelity-Life-illustration-Mrs-Swathy Saji, Mr Kewin Shaji (1).pdf; Maxwell Comprehensive Scope of Service Summary.docx; Appln fidelity mortgage-protector-application-form (2020_03_09 03_36_14 UTC).pdf; Accuro_Quote_Swathy.pdf

Good afternoon Kewin and Swathy
How are you all doing.

Thanks for your email on 16/6/22 with regards to your enquiry about Mortgage protection insurance and Medical insurance .

It was great to talk with you about Mortgage protection / medical insurance cover over the phone on 15th June afternoon.

Below I have listed no obligation quotes for you and your family regarding your enquiry for life insurance, trauma coverage.

Please note that these fortnightly premiums are **indicative only**, based on non-smokers rates and could be subject to change on application due to medical conditions.

If there is any further information you require from me or if you would like to apply for Mortgage protection and Medical insurance, please do let me know.

I have also attached my scope of service document. If you could acknowledge that you have received this by return email would be appreciated.

Existing cover: Our clients are with Fidelity having the following in place since 2021 dec / paying \$49.61 per fortnight premium.

- 1/Life insurance
- 2/Perm disability cover
- 3/Trauma cover

Mortgage Repayment Insurance

Believe it or not, your ability to earn an income is your greatest asset! You work hard and the last thing you want to think about if you lose your income due to illness or injury, is how am I going to cover my rent/mortgage?

What is Monthly mortgage repayment cover? What's the benefit? For most people, a significant part of their income is spent on rent or monthly mortgage repayments.

Monthly mortgage repayment cover provides a monthly payment to help meet your monthly financial commitments if you are unable to work due to sickness or injury.

What does it do? It pays either, up to 40% of your gross income or 110% of your usual mortgage repayments per month, if you can't work due to sickness or injury.

You select which amount at the start of your cover.

When does it pay? When you are injured or have a sickness which leaves you unable to work.

This inability to work needs to continue past a waiting period

(from 2-weeks to 2-years), chosen by you, before you receive any payment.

We discussed as per follows:

\$2000 / per month for you and for your wife

benefit period - 5 years

waiting period for your wife - 13 weeks /

waiting period for you - 8 weeks

\$23.41 / per fortnightly premium

Medical Insurance

New Zealand has an effective health care system for acute conditions however most people who require less urgent or elective medical treatment can't usually afford to be on a waiting list for a long period.

Having the option to go to a private facility and get treatment done early is important and having access to non-pharmac funded drugs could be the difference between living longer or not.

Medical insurance starts with a private hospitalisation and surgical plan and will usually have optional benefits such as specialist and diagnostic testing, GP visits, optical and dental treatment costs that can be added to the policy. Having an excess on your policy can reduce your premiums but you do have the option to have no excess at all.

- General surgery - up to \$500,000 including Non-PHARMAC subsidised drugs
- Oral surgery - up to \$300,000
- Non-surgical cancer treatment - up to \$300,000
- Options for having treatment overseas
- Excess \$1000

- Specialist consultations - up to \$5000
- Diagnostic tests - up to \$5000
- Mental health consultations - up to \$500
- PLUS free access to Mental Health Navigator
- Excess - 0

\$71.41 / per fortnight

Thanks for considering Accuro for your health insurance. I've attached your quote here and you can [access it at this link](#). Remember, it's valid for 30 days

Health insurance can be difficult to understand, especially when it comes to medical jargon. Want to know more about what it means to add an excess and other health insurance terms? We've written an [article about it](#).

You can reduce your premium by up to 33% by adding a \$1,000 excess. [Go back to your quote](#) to test it out.

(use maxwellauckland@gmail.com - email id)

Disclosures

Fees payable by the client: Nil

Remuneration:

Maxwell Financial Services Limited receives commission if you take out an insurance policy with the recommended provider(s) as follows:

Product Provider	Maximum initial commission as a % of annual premium including any bonuses	Maximum Renewal or trail income (ongoing after year 1):
Health Service Welfare Society Ltd (trading as Accuro Health Insurance)	30%	30%
Cigna Life Insurance New Zealand Limited	190%	7.5%
Fidelity Life Assurance Company Limited	240%	10%
NIB NZ Limited	140%	10%
Partners Life Limited	180%	10%

Arrangements to manage conflicts of interest in relation to the remuneration:

These commissions paid by the product provider are the industry standard terms – we do not receive any preferential terms over and above any other adviser in the market.

We will be in touch to implement as per our discussion within the next week.

In the meantime, please let me know if you have any questions or concerns regarding the above or if any of the information is incorrect.

Thank you for your time and I look forward to hearing from you again soon.

Kind Regards

Raja (alias (Roger) Venkatesh - Financial Adviser (FSP 539026)

Director- Maxwell Financial Services Ltd (FSP 737512)

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