

From: Maxwell Insurance <maxwellauckland@gmail.com>
Sent: Friday, 17 June 2022 1:05 PM
To: Nicola Winters
Subject: Life insurance quotes for Mrs / Mr Winters and family
Attachments: Disclosure Statement maxwell.docx; Fidelity-Life-illustration-Mrs-Nicola Louise Winters, Mr Quintin Wayne Winters, Mr Brayden Wayne Win.pdf; Maxwell Comprehensive Scope of Service Summary.docx; Terms of Engagement MAXWELL.docx; risk-declaration-form.pdf; Child declaration form.pdf; fidelity-life-direct-debit-form.pdf; fidelity-life-advice-on-replacement-business-form.pdf

Hi Nicola,

Thank you for your time on wednesday afternoon, it was great to talk with you and review your existing insurances to see if they are still adequate for your current situation.

I have been referred by Ms. Michaela Hunter from Fidelity life and am Raja alias Roger (Ex banker from BNZ for 15 years) - Insurance Adviser based in WestAuckland and can help with your insurance needs and help protect assets / family and save time and money.

Below is a summary of your cover:

Existing insurance coverage with AIA and wanting to switch to fidelity insurance coz of lower premiums , service.

Personal Insurance

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

Life Insurance

Life insurance protects your loved ones by providing either a lump sum or monthly income to ensure they can meet financial commitments such as repaying debt, funeral and estate costs, loss of income, or children's childcare or education costs in the event of your passing.

It is vital to ensure your loved ones don't have the financial stress of worrying about how they will meet these expenses once you are gone.

At this time, you now require life insurance therefore you agreed to apply for the following amounts of cover:
\$500,000 for you and your husband which will pay off your mortgage.

Total Permanent Disablement Insurance

While for most people the early death of an income earner would cause serious financial strain for those left behind, the financial impact would be just as serious if that income earner became totally and permanently disabled and unable to work for the rest of their life.

In some cases, the hardship experienced would be even more profound as ongoing daily living and medical costs for the disabled person could be significant.

Total and Permanent Disability Cover (TPD) ensures you will receive a cash lump sum if you become totally and permanently disabled – and therefore unable to work – through injury or illness.

At this time, you agreed to make the following changes to your TPD insurance: **\$250,000 for you and your husband .**

Trauma Insurance

Being diagnosed or suffering from a major medical trauma such as cancer, stroke, heart attack or becoming permanently disabled can have a devastating effect on your finances.

This will not only impact the person who is sick or injured but also the spouse who may need to take time off work to provide care for their loved one. Having cover to assist if you do suffer one of the over 40 trauma conditions is extremely helpful.

The lump sum payment can be used for whatever you choose but is most often used to cover alternative treatment costs, loss of income, reducing your mortgage or going on a recuperation holiday.

At this time, you now require Trauma insurance therefore you agreed to apply for the following amounts of cover:

\$200,000 multi stand-alone cover

\$40k per claim and you can do 5 claims in your lifetime.

Kids -

Mr Brayden and Miss Grace

\$20,000 - Trauma stand alone each for both your kids

Mortgage Repayment Insurance

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:

At this time, you now require Mortgage Repayment insurance therefore you agreed to apply for the following amounts of cover:

\$3000 per month payment

Wait period 13 weeks

Benefits period 2 years

Waiver of premium (means you don't pay premium when you are in the claim period)

Below is a summary of the recommended changes as per our discussion:

Personal Insurance

Life Assured	Company	Benefit	Sum Assured	Premium
Nicola	Fidelity	Life insurance	500,000	\$ 31.07
Quintin	Fidelity	Trauma	200,000	\$32.34
	Fidelity	Mortgage protection	\$3000 per month	
	Fidelity	Permanent disability	250,000	
Brayden /Grace	Fidelity	Child trauma	20,000	\$ 1.79
Total Fortnightly/Premium (including waiver of premium and policy fee(s))\$ 4.50				\$69.70

Risks and disadvantages of changing insurance providers

From my analysis, the reasonably foreseeable consequences of changing from your existing product provider, AIA to the new recommended product provider, **fidelity insurance** include:

- It is vital you disclose all relevant information requested on the application form as failure to do so or making incorrect statements may result in future claims being declined.
- Over time the credit rating of your insurer could fall. This could detrimentally impact upon their ability to pay your claim. Your occupation and circumstances may change making you no longer insurable. It is important you regularly review your insurance.
- I have recommended insurance products which are competitively priced, have good benefits and represent value for money. However, over time new products may become available, making your new recommended policy no longer as attractive as what it is today, relative to its peer group.
- **There is a 3-month exclusion (stand down period) for some trauma conditions such as cancer and heart attack so you cannot claim in this period. This may be waived in some circumstances. A list of the conditions with stand downs are attached.**
- **If your health has changed since taking out your existing cover then it may mean exclusions or loadings on the new cover. Therefore, we recommend not cancelling the existing cover until the new cover terms have been accepted and are better or in line with your existing insurance.**
- **The monthly mortgage amounts and permanent disability cover amounts are slightly less than you have now. Therefore, you need to confirm that you are happy with the amount being recommended based on our rationale above or whether you wish to increase this.**
- **A 13 month stand down period applies from the policy commencement date when no life cover benefit would be paid if the life insured commits suicide. This may be waived in some instances.**

Disclosures

Fees payable by the client: Nil

We agreed 30% commission will be paid to you on successful application/ policy and you both sign no cancellation agreement for 24 month period .

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 the recommended changes 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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