ABBOTT INSURANCE BROKERS LTD

"BIG ENOUGH TO COUNT, SMALL ENOUGH TO CARE"

NEWS AND VIEWS Spring 2006

Welcome to this issue of the latest News and Views from Abbott Insurance Brokers

I am pleased to be able to offer you some more tips and information that you may find helpful.

We will profile our new staff member Rachael and put a face to the voice that many of you, I'm sure, would have spoken to in the last few months.

We are in the development stages of our new website that will offer greater information and services that we have offered previously so watch this space.

Another exciting venture that we have started that will be of interest to many of you is with respect to Investments. We will profile Evan Still, our Investments Advisor later in this newsletter.

As always, please feel free to provide feedback and if there is any topic that you would like us to cover in the future please give me a call.

Regards

Terresa Day

Introducing Rachael Bateman...

Rachael has many years experience in Insurance, having previously worked at TOWER, formerly National Insurance Ltd. She is responsible for the majority of our Personal Lines Insurance.

Rachael also provides support to Derrick Abbott and his clients with respect to business related risks.

A born and bred Cantabrian, Rachael enjoys working with people, exceeding their expectations and believes in getting it right first time.

If you are planning or in the process of purchasing a new vehicle, new home or even that long awaited trip overseas, please give her a call on 366 7536 or alternatively email Rachael on rachael@abbott.co.nz

Down to Business...

Do you have a company website? There have been a number of articles both here and overseas about the Internet and the opportunities and risks that this provides to us in business .

One Insurer has come up with a solution to protect businesses from the many risks that Companies can face, leaving you with the peace of mind to grow your business knowing that you are protected against any Internet liability issues.

Whilst transforming the way that we do business, Electronic Communication opens up a raft of liability exposures.

We have access to a product which will cover you against

- damage as a result of unintentional spread of a virus,
- defamation/betterment of a person or product - the worldwide nature of the web means that on-line defamation can occur in any country where the offending material is read,
- use of a process or idea already patented or a brand or logo already trademarked - IP lawyers warn of IT patents being registered purely to ensnare when the time is ripe,
- breach of confidentiality - for example, enabling a hacker to access client information.

If your business runs a website then we recommend that you give your broker a call now, to discuss your needs further.

This is a new product and we believe, will be of benefit to many of our clients, including our own business.

Do you like doing business with us?

Based on the feedback that we get from many of our clients, we have been told that you do.

We are looking to increase our client base and if you know of anyone like yourself that could benefit from our Services and Professional advice, please let us know.

We like to recognise what our clients do for us, and we in turn like to look at what we can do for you.

Give your broker a call today!

Abbott Insurance Golf Day...

Early 2007 will see the inaugural Abbot Insurance Golf Day for our clients, to be held at the Christchurch Golf Club.

We would like as many of you to take-part as possible, both social and club member players. So, if you play golf, please register your interest by email to us at enquiries@abbott.co.nz

We look forward to hearing from you.

Investing in your future

Pension and life insurance investment assets

Country		Per head (US$)	As a % of GDP
1.	Switzerland	74,300	153.2%
2.	Iceland	61,000	146.2%
3.	Netherlands	50,000	140.4%
4.	United States	45,700	115%
5.	United Kingdom	41,400	116.2%
6.	Denmark	40,100	91.7%
7.	Ireland	36,300	80.9%
8.	Australia	29,000	91.9%
9.	Sweden	25,200	65.4%
10.	Finland	21,400	60.1%
11.	Canada	20,700	77.3%
12.	Norway	17,800	32.6%
13.	Japan	17,600	48.2%
14.	France	17,500	60%
15.	Belgium	12,100	35.8%
16.	Germany	10,700	31.9%
17.	Austria	9200	25.6%
18.	Italy	6400	22.1%
19.	Spain	5100	20.9%
20.	New Zealand	3800	15.5%
21.	Portugal	3500	21.9%
22.	Korea	2900	20.5%
23.	Slovak Republic	1600	21.1%
24.	Hungary	1100	11.1%
25.	Czech Republic	800	8%
26.	Poland	700	11%
27.	Turkey	30	0.7%

No figures available for Greece, Luxembourg and Mexico
Information taken from Weekend Herald 27/5/2006

Introducing Evan Still...

Evan has had 27 years experience in the investment business and established his own brokerage in 1982. Evan holds an NZ Dip LA, was an investment certified member of the Insurance and Investment Advisers Association (CIIAA) as well as a Chartered Life Underwriter.

In 1994 Evan established the Society of Independent Investment Advisers (SIFA) to help develop and identify individual and independent operators in the financial advisory community. This has now grown to over 100 members.

Evan sold his businesses in Wellington in 2004/2005 and has moved to Akaroa, where he now resides with his wife. During the last two years Evan operated in a consultancy role for several financial advisory businesses throughout New Zealand.

Derrick has known Evan personally for over 20 years and with Evans move to Akaroa, this has created an opportunity for us to now extend our services to you and offer Investment advice and brokering.

Evan will be working closely with our team and he can be contacted by email at investments@abbott.co.nz

Mortgages... Did you know?

That we also offer Mortgage services in conjunction with McLeod and Associates. Stuart McLeod has been a mortgage broker for a number of years and has worked with the team at Abbott's for many of those.

If you are looking to purchase property or just looking to refinance, please don't forget to contact Stu to see what he can do for you. Stuart can be contacted on 0274 355-000 for a no obligation free assessment of your Lending needs.

Have you got your health covered..?

In our last newsletter I wrote about our new Health package available as a joint venture between Southern Cross Healthcare and Abbott Insurance Services Ltd.

This package offers reduced premiums compared to many other plans out there, immediate cover (waiver of the standard 90 day no claim period) and monthly payment options.

If you join between the period of 1 October and 30 November you will qualify for cover for pre-existing conditions (excluding cardiac conditions) after three years of continuous membership (only available on certain plans).

If you are interested please give Lola a call on (03) 366 7536 now.

Claims made since 2000

	2000	2001	2002	2003	2004	% increase in No. of claims
Hip/Knee Replacement	97	112	207	272	323	233%
Heart	104	169	140	169	208	100%
Gall Bladder	96	107	175	207	193	101%
Hernia	149	180	308	358	389	161%
Ear, Nose and Throat	180	193	334	347	381	112%
Orthopaedic	340	434	866	961	988	191%
Gynaecological	478	613	909	987	1,082	126%
Urological	277	348	481	514	571	106%
Colonoscopy	777	848	876	1,056	1,190	53%

Source: TOWER Health & Life Claims information March 2005

Over the five year period there has been a 113% increase in the number of claims made for these procedures

Average cost of common procedures

	2000	2001	2002	2003	2004	% increase in Average cost
Hip/Knee Replacement	$11,827	$11,964	$13,134	$14,200	$15,486	31%
Heart	$11,716	$12,837	$14,877	$18,308	$19,034	62%
Gall Bladder	$5,650	$5,882	$5,965	$6,286	$6,432	14%
Hernia	$3,364	$3,727	$3,907	$4,040	$4,476	33%
Ear, Nose and Throat	$2,875	$3,323	$3,536	$3,759	$4,296	49%
Orthopaedic	$2,739	$2,900	$3,274	$3,654	$3,828	40%
Gynaecological	$2,586	$2,696	$3,285	$3,475	$3,994	54%
Urological	$1,702	$2,018	$2,604	$3,281	$3,758	121%
Colonoscopy	$981	$1,078	$1,154	$1,227	$1,249	27%

Source: TOWER Health & Life Claims information March 2005, Averages of claims made

Over the five year period the average increase in costs is 44% for these procedures