

WHY YOU NEED INSURANCE: THE RISKS ARE REAL

What is the working life* risk you run of death, temporary disability, or total and permanent disability?

NON SMOKER



Risk of one person...	Just you? (Male)	Just you? (Female)	A Couple?	Four Business Partners?
Dying	11%	7%	17%	31%
Becoming totally and permanently disabled	4%	5%	9%	18%
Suffering a critical illness	16%	10%	25%	43%
Becoming temporarily disabled**	10%	11%	27%	46%

SMOKER



Risk of one person...	Just you? (Male)	Just you? (Female)	A Couple?	Four Business Partners?
Dying	20%	13%	31%	53%
Becoming totally and permanently disabled	4%	5%	9%	17%
Suffering a critical illness	29%	23%	46%	71%
Becoming temporarily disabled**	9%	17%	25%	43%

*Working life is age 18 to 65. Source: NZ Life Tables, Davies Financial and Actuarial, 2013.

**Temporarily Disabled meaning unable to work for six months

CHALLENGE YOUR THINKING: HOW ARE YOU PLANNING TO MANAGE RISK?

How long would
**YOUR SAVINGS LAST
IF YOU COULDN'T WORK?**

If you were to die
before age 65
**WHAT LEGACY WOULD
YOU LIKE TO LEAVE?**

Do you have enough
insurance to
**REPAY YOUR HOME LOAN
AND PROVIDE INCOME
FOR YOUR FAMILY?**

If one of your
business partners
were sick for months,
what would be best:
**TO KEEP PAYING THEM,
FIRE THEM OR LET THE
INSURER PAY THEM?**

Where would you like to
**RECOVER FROM YOUR
HEART ATTACK, AT HOME
OR BACK AT WORK?**

Would your extended
family or your bank
be prepared to
**GIVE YOU SIX MONTH'S
SALARY IF YOU
COULDN'T WORK?**

Having spent years
building a business
**COULD YOU WATCH IT FALL APART
DUE TO ILL HEALTH?**

IT'S UP TO YOU

The other thing to remember is that your situation is unique – and the generalisations of the statistics don't have to apply to you. A number of factors will affect your own risk – some you cannot control (like family history) but many you can (like diet, exercise, sports, alcohol and smoking).

TALK TO A FINANCIAL ADVISER

But whatever your attitude towards risk, we recommend that if someone – you, your partner, your children or your business partners depend on you somehow, then you should discuss the financial impact of the risk with a financial adviser who understands insurance.



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