



"Plan today, protect tomorrow"

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Mortgage rates rising? Time to take stock!



Mortgage interest rates are rising. Changes to this one piece of your finances can have a significant impact on your ENTIRE financial situation.

The first and obvious impact is on your household budget. This means allowing a little more each time for payments.

But this impact can to some extent be mitigated by taking the time to review EVERYTHING! Your mortgage should not be treated as an isolated piece of your financial life. Treat it as a good opportunity to find savings in

other household expenditure, look at all your borrowings (credit cards, HPs), your savings, your Kiwisaver and do an insurance review.

Often the impact of a single event like this makes so much more sense and allows you to breathe easier if you put it in perspective.

The press is going to play it up and make it sound like the greatest disaster in your financial life. They will spread doom and gloom about mortgagee sales and living off rice and bread just to pay the mortgage

But that is a gross exaggeration as long as you think it through and get good advice. Please call for comment from me and to review your insurance in light of this change to your circumstances.

Don't lose sleep over it—do a financial stock take and you may find its not as bad as you think.

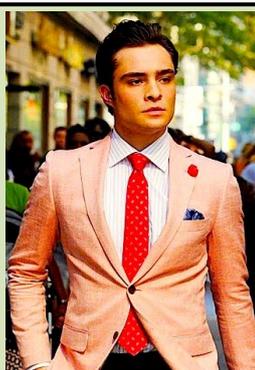


"Man Flu" is defined on the internet as: "The condition shared by all males wherein a common illness (usually a simple cold) is presented by the male as being life-threatening."

It goes on to say that, "When the patient is your husband, he will exhibit the symptoms of an overwhelming desire for compassion, while simultaneously rejecting any and all efforts you make to placate him."

My wife thinks this described my recent flu perfectly. I choose to disagree and can testify to it being a truly debilitating medical condition!!!

Jokes aside, I hope you are looking after your health this winter—your physical, mental, work and financial health that is. If one of these is out of whack, the rest tend to follow.



Some dress sense for blokes

Most blokes will readily admit to not being able to dress themselves well. Here are a few tips: Only do up the MIDDLE buttons on jackets – not the top or bottom. Ties with jeans are a very definite no! Unless you want to look like a mob member, your tie should always be darker than your shirt. Black shoes go with every colour suit, as do very dark brown shoes. Tan shoes go with grey suits, but grey shoes go with nothing!

Do's and Don'ts of Life Insurance



DON'T cancel a policy without checking with me first! You may not get it again due to medical conditions that have developed since you took it out.

DO review your insurances annually as many factors can mean you no longer have the right policies, or they are getting a bit expensive for your age or are simply not enough to cover you as you may have taken on more debt.

DON'T only buy "Accidental Death" cover as it only covers you for accidental death. As only a fraction of deaths in NZ are caused by accidents, you are not covered for the two leading causes of death – cancer in women and heart disease in men.

DON'T purchase a policy unless you understand all its implications and clauses. I can help you with that.

Life insurance is designed to replace the economic value of a person to the household. If someone dies, it pays off debt and helps the surviving family members continue to live comfortably. So it is important to get it right.

A new way to look at how you buy things



You go to a car dealer and he offers you \$15,000 trade on your Camry if you buy a secondhand BMW at \$45,000.

Sounds ok, but you want a second look at things, so you go to a second dealership. This time a very similar car is going for \$40,000 so you get excited about this until the salesperson offers you just \$10,000 on a trade for your Camry.

You now face a dilemma. You want the \$40,000 BMW but you also want \$15,000 for the trade.

The reality is that neither the selling nor buying price is relevant! It's the DIFFERENCE that matters. In both cases you will hand over your car plus \$30,000. It's the same with houses if you are buying and selling in the same market. If you focus on the difference, it takes a lot of stress out of buying big ticket items.

100 is the new 80



Medical science can now replace over 40% of our entire bodies and it is believed by many that within 30 years that will rise to 85%.

It is universally believed that **anyone born in the western world since 2000 can now expect to live to well over 100**. As a result, working until 80 is going to be commonplace.

The implications? That your retirement should be when you want it to be and not at an age. Or you may have to fund and find things to do for 35 years!



I am delighted to say that most of my new clients are referrals from happy existing clients. Please pass my name and number onto friends, work colleagues and family whom you believe may benefit from my services.