



“Plan today, protect tomorrow”

Malcolm Aston

M: 021 883 995 T: (09) 214 6171

P: 38 Harvest Avenue, Orewa, 0931

E: malcolm@momentumfinancial.co.nz

W: www.momentumfinancial.co.nz



Most businesses rely on the owner to make the money



New Zealand is a proud nation of small and medium sized businesses. In fact there are 550,000 businesses in NZ, employing just over two million people*. That's an average of under 4 people per business.

In the majority of cases, the owner is the main person who gets the new customers, manages the workflow, buys the inventory, who manages all staff recruitment and the all-important cash-flow. It's not that they don't trust their teams, it's just a desire to stay on top of things and the nature of the operation.

The challenge here is that when the owner can't work due to a prolonged illness or injury, things can grind to a halt. And ACC doesn't pay out on illnesses.

But help is at hand! It's called Business Expenses Insurance. This cover can pay business expenses for up to 12 months to help keep the business afloat.

Most expenses are still incurred whether the owner is there or not. This insurance can be used for rent, insurance, rates, security, phone, gas, electricity, water, cleaning, equipment leasing, financing costs and insurance among others.

If you are one of the proprietors of the 550,000 businesses, give this cover some serious thought. Call me if you think this could be of value to you.

*<http://nzdotstat.stats.govt.nz/wbos/Index.aspx?DataSetCode=TABLECODE7602>



It's the 2 business articles I would say are the most thought provoking— we are a nation of small businesses and the owner is invariably the cornerstone of it's success. There are tools readily available to support risk management in your business. One simply can't base the success of the business on the health of the owner.

We all know what happened to Kodak Eastman through not recognising the 'oncoming train' that was the digital age. We now have mega corporations, owning no assets, that are simply internet based. "Fast forward" 20 years- I wonder what business will look like then, and what roles our children will be filling?

A brief history of insurance



Greeks and Romans introduced the origins of life insurance around 600 BC. Property insurance came into being after the Great Fire of London

in 1666. In the late 1680s, Edward Lloyd opened a coffee house in London. It became the meeting place for the shipping industry wishing to insure ships. So Lloyd's of London was born.

Life insurance policies became popular in the 18th century, the first policies offered in 1706.

In more recent times, rather than having to die to collect, a key offering is living benefits, like payouts in the event of major illness and being able to claim while still alive if the illness is terminal.

So while not new, insurance has certainly evolved.

Business quiz:



Name these firms:

1. The worlds largest taxi firm which owns no cars.
2. The world's largest media company yet creates none of its content.
3. The world's largest retailer, yet it carries no stock.
4. World's largest accommodation provider, which doesn't own a single hotel or motel.

Did you pick them as being Uber, Facebook, Alibaba and Airbnb? Perhaps some were a surprise.

Now consider Tesla, the relatively new electric car manufacturer. It is worth more than both General Motors and Ford. Yet Tesla only delivered 76,000 cars in 2016 compared to General Motors, which delivered 10 million!

So what's going on here? These firms have seemingly come out of nowhere to take dominant positions within their respective market categories.

This phenomena has been called 'Disruption Technology.' It's not always new technology like Tesla, but mostly new applications of existing technology to traditional markets.

Are we going to see more of these? Yes, in almost all areas of our lives. The four firms in the quiz at the top were all possible due to the Internet, so expect this to be a big reason for the changes. There is clearly much, much more disruption to come!

Brain fitness answers... 1. There are six f's - many forget to count the f's in 'of'. 2. Its the last one in the line.

Why trying to budget sucks!



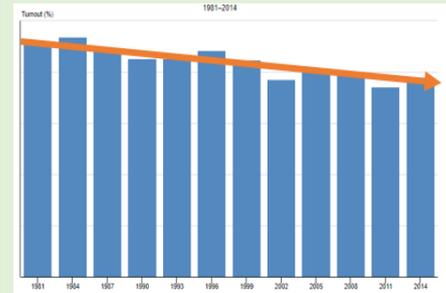
Budgeting is really hard, as many people try to control too much and this micro-managing of spending makes them give up.

So budget THREE categories of spending only. Ignore power, phones, rates and others that you can't have much impact on. The most likely area you will overspend in are clothes, eating out, travel, entertainment and toys. 'Toys' are defined as the sound system, the workshop tool, the flash BBQ etc.

So pick your three spending categories that you would most like to get more under control and monitor those. Set monthly limits and systematically reduce these each month.

The results are surprisingly spectacular and because it works, gives you confidence to budget better overall.

Do we care about the upcoming election?



As the chart shows, voter turnout has been consistently declining from 1981 until the last election, down from 91% to 77%*.

Roughly three quarters of a million eligible voters didn't show up to vote last election, being 2014, making it one of the worst turnouts of the last century.

The missing voters have the power to change the winning party, as they represent far more than the margin any single party has won by.

Why is it declining? Young voters have been noticeable by their relative absence. Don't they care? Apparently not as much as older voters. Yet they are often the ones most affected by the outcome in terms of Government policy. Strange.

Get your family to vote! Our country and future needs them.

*<http://www.elections.org.nz/events/2014-general-election/election-results-and-reporting/2014-general-election-voter-turnout>

1. Count the number of times that the letter F appears in the following sentence: *"Finished files are the result of years of scientific study combined with the experience of years."*

2. Which one is the Apple brand logo?



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