

PROTECTING YOUR FAMILY



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Why you need Life Insurance

Why is it we all insure our new car, house and contents but never ourselves.

The first thing you do before driving a new car is get it insured.

Most of us don't think twice about insuring our possessions, but what about protecting the most important asset- **our family**.

If you were in an accident and couldn't work, how would your family afford your medical bills, as well as the mortgage and common daily expenses?

Insurance is the best way of protecting yourself and your family in your time of need.

The Facts

- 6 out of 10 Australians with dependant children do not have sufficient life insurance to cover loved ones for more than one year if they were to die.
- 96% of Australian families lack enough life insurance to protect their families for 10 years or more, and
- only 4% of Australian families are adequately insured.

Life Insurance becomes a necessity if you have dependants who rely on you financially or if you have debts which need to be extinguished upon your death.

Some of these expenses are below:

- mortgage
- Investment debts
- any other debts
- funeral costs
- medical or hospital costs; and
- ongoing income for your dependants.

Life Insurance

Life insurance provides peace of mind by paying a specified amount to your beneficiaries, ensuring that they are looked after in the event of your death or the diagnosis of a terminal illness.

A lump sum or equivalent instalments can be paid to the policy owner, nominated beneficiaries or to your estate.

Did you know? Your life insurance premium can be paid from your Superfund.

The Facts

- Over 90% of Australians are at some risk of medical illness such as stroke, heart attack & cancer.
- 1.1 million Australians are disabled long term by heart, stroke and vascular diseases.

Although these facts are confronting, we need to be aware of the risks of not being adequately insured to cover such events and still provide for our loved ones..

Total Permanent & Disability Insurance (TPD)

TPD insurance provides a lump sum payment or equivalent instalments if you become permanently disabled. Generally, a permanent disability means you can't continue to work.

Why you need TPD Insurance

TPD insurance can provide you with a lump sum of money to help eliminate debt, pay for treatment and maintain your lifestyle while you focus on rehabilitating yourself & continue to support your family. It's especially relevant for one income families with mortgages and other significant debts which they couldn't pay with savings alone.

Did you know? Your TPD insurance premium can be paid from your Superfund.



The Facts

- Of the 1,500 people killed or permanently injured on Australian roads annually, the majority are aged between 26 and 59.
- One in every four women and one in every six men will be off work for more than six months because of a disability during their working lives.

Trauma Insurance

Trauma insurance provides a lump sum benefit if you're diagnosed with a specific illness or injury covered by the policy (such as cancer, stroke, heart disease, blindness, severe burns, loss of speech or deafness).

The amount you receive can be used to reduce debts, pay for medical expenses and maintain your lifestyle while you recover.

Why you need Trauma Insurance

Trauma insurance is especially important for families or those with dependants, especially when only one spouse is working. Consider the consequences if one half of a couple become seriously ill and was unable to work. How would they cope with the mortgage and everyday expenses on top of medical costs for treatment and rehabilitation?

Trauma insurance can help you and your family get through this tough time, while allowing you time to consider your future and return to work plans.



The Facts

- Deaths from cancer in 2010 totalled 43,000 in Australia as one in four women and one in three men will be diagnosed with the disease at some time during their lifetime.
- Although much is made of the fact that up to a third of Australians over the age of 45 retire early the majority do so because of ill health, not because they are financially independent.

Income Protection

Income Protection is the best way to protect your current income if you are unable to work due to illness or injury.

Income Protection will pay you up to 75% of your gross annual income, in monthly payments, to cover your debts and general living expenses.

Income protection premiums are generally Tax Deductible.

Why you need Income Protection

We often neglect to consider the need to protect our ability to earn an income that is essential to meet our day to day living expenses.

The Facts

- Before reaching the age of 65, one in three employed people will be unable to work for three months or more as a result of injury or illness.
- The average Australian family requires 35.2 percent of their income to be put aside to pay their mortgage costs, and it takes an amount of around \$310 a week to bring up two children.

Key Person Insurance

Key person insurance (also called key man insurance) is a type of Corporate-owned life insurance which insures an employer against the death or incapacitation key employee, usually an executive or partner. It is used by both large companies and small alike.

An employer may take out a key person insurance policy on the life or health of any employee whose knowledge, work, or overall contribution is considered uniquely valuable to the company. The employer does this to offset the costs (such as hiring temporary help or recruiting a successor) and losses (such as a decreased ability to transact business until successors are trained) which the employer may suffer in the event of the loss of a key person.

The key person may be an executive, principal shareholder or a particularly effective salesperson.

Smaller companies with partners may use it to protect each partner.



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