



Be SunSmart. Don't become a skin cancer statistic.

Skin cancer is the most common cancer diagnosed in Australia. As summer approaches, be sure to take extra precautions to protect you and your family against sun damage and skin cancer.

The statistics

Australia and New Zealand have the highest rates of skin cancer in the world, according to the Australian Cancer Council. More than 430,000 Australians are treated for skin cancers each year and around 10,500 of these are diagnosed as new cases of melanoma. Each year, approximately 1,600 Australians die as a result of melanoma and non-melanoma skin cancer.

How to protect against skin cancer

Be SunSmart. Protect yourself against sun damage and skin cancer by using a combination of the five Slip, Slop, Slap, Seek and Slide steps:

- 1 Slip on sun-protective clothing:** Wear long sleeve, high collared clothing made from closely woven fabric like cotton or linen. When swimming, opt for materials like lycra which retain their sun protection abilities when wet.
- 2 Slop on SPF 30+ sunscreen:** Use broad spectrum, water-resistant sunscreen and remember to apply it liberally to clean, dry skin 20 minutes before going outside.
- 3 Slap on a hat:** Broad brimmed, legionnaire and bucket-style hats provide the best protection for your face, neck, nose and ears – all common sites for

skin cancers. Caps and visors do not provide adequate protection. Remember hats will not protect you from UV radiation reflected from things like sand, water and snow, so wear sunglasses and sunscreen to increase your level of protection.

- 4 Seek shade:** Make use of trees and built structures, or bring your own. Staying in the shade is an effective way to reduce your sun exposure, but remember to use other forms of sun protection to avoid reflected UV radiation.

- 5 Slide on some sunglasses:** Choose close fitting, wrap-around sunglasses which meet the Australian Standard AS 1067. Sunglasses and a broad brimmed hat worn together can reduce UV radiation exposure to the eyes by up to 98 per cent. Sunglasses are as important for children as they are for adults.

Remember to take extra care if you're outside between 10am and 3pm, as this is when UV radiation is most intense.

If you have a lesion that doesn't heal, or a mole that has suddenly appeared, changed in size, thickness, shape, colour or has started to bleed, ask your doctor for a skin examination. Treatment is more likely to be successful if skin cancer is discovered early.

To find out how to protect you and your family from the financial impact of a cancer diagnosis, please contact our office.

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Movember highlights trauma protection

November is now firmly established as Movember – a great way to raise awareness of men’s health issues and a timely reminder of the importance of trauma protection.

You know it’s Movember time again when strange facial growths start appearing on high streets and in offices around the country.

Movember participants, or Mo Bros, spend November growing and grooming their facial hair – specifically their moustaches. The annual charity event is a great way to raise money and Australia’s awareness for men’s health issues such as depression and prostate cancer.

Men tend to be less aware of health issues in general and are reluctant to see a doctor about an illness or go for regular medical checkups.

Depression affects one in six Australian men and many sufferers don’t seek help*. And every year more than 20,000 Australian men

are diagnosed with prostate cancer, with almost 3,300 dying from the disease†.

Case study: Greg’s cancer shock

Greg works as a builder in Brisbane. Aged 47, he is married with two children and considers himself to be in the prime of his life.

Two months ago, Greg began to experience problems when urinating. It wasn’t until one night when he noticed blood in his urine that he decided to visit his GP for an examination.

His GP explained that while his urine sample was normal, the blood test revealed that he had a high level of prostate specific antigen. Greg’s GP referred him to a urologist and he was advised to have a prostate biopsy.

The biopsy results confirmed that he had localised T1c prostate cancer. The cancer was confined within the prostate and had not spread to other tissues.

Greg has now undergone brachytherapy treatment and should make a complete recovery. Fortunately, 18 months before being diagnosed with cancer, Greg and his wife had discussed their insurance policies with a financial adviser. The adviser had

recommended Greg purchase a Trauma Insurance Plus Plan with a sum insured of \$300,000.

Greg therefore received a lump-sum payment of \$300,000 when he was diagnosed with prostate cancer. The insurance payment meant he didn’t have to worry about taking time off work or paying for out-of-pocket recovery expenses.

Trauma protection – a helping hand

With rapid improvements in modern medicine, many trauma sufferers like Greg can expect to survive and recover to enjoy full lives.

Trauma insurance can help you pay essential bills and maintain your quality of life following a traumatic event.

If you think trauma insurance is something you should consider then please contact us. We can help you determine how much cover you need to provide for you and your family if you’re unable to work due to a trauma.

* http://www.beyondblue.org.au/index.aspx?link_id=89.578 Beyond Blue

† <http://www.prostate.org.au/articleLive/> Prostate Cancer Foundation of Australia

Where is your cash stashed?

More than 645,000 Australians have money sitting in unclaimed cash. Are you one of them?

There is currently more than \$564 million in unclaimed money lying lost or forgotten in government coffers, and the Australian Securities and Investments Commission (ASIC) is encouraging all Australians to search the ASIC database.

It’s free to search the database and if any of the money is yours, there is no cost involved in claiming it back.

Unclaimed money generally ends up with ASIC and the Commonwealth Government after it has lain dormant for more than seven years in accounts with insurance companies, banks, building societies, credit unions or friendly societies. It also includes money from company takeovers or from companies that have been unable to contact shareholders for six years.

According to ASIC, the pool of lost money comprises amounts ranging from \$1 to as much as \$990,000 – with the latter amount sitting unclaimed in a Commonwealth Bank account in Western Australia. Thousands of Australians are reunited with millions in



lost money each year – including one lucky person who found a massive \$3.1 million in a forgotten deceased estate – but there are still millions more to be claimed.

How to find missing money

Log on to ASIC’s online database at www.fido.gov.au and type in your name or call ASIC on 1300 300 630.

If you find money you think may be entitled to, just lodge a claim to prove it’s yours or that you’re the beneficiary.

No matter how small the sum, it’s worth taking a few minutes to see if any of the unclaimed money is yours. For more information or assistance with claiming, please contact our office.

Making the best of a delayed retirement

Delaying your retirement might seem like an unpalatable option but there can be an upside in terms of physical, psychological and social benefits.

If you had been planning to retire in the near future, the global financial crisis may have forced you to delay your plans and work longer so you can retire comfortably. However, there are still a number of ways you can ensure you are prepared for retirement and are well placed to make the most of opportunities as you make the transition.

How prepared are Australians for retirement?

Unfortunately, a large number of Australians are not financially prepared for retirement. Recent research has found only 51 per cent of working Australians are 'retirement ready' and a significant number continue to delay planning for life after work. This figure is not surprising, given the average superannuation balance for Australians aged 55-59 is just \$85,561*. When you consider that the average couple needs an annual income of \$27,547 to fund even a modest lifestyle in retirement, and a single person needs \$19,533, the average retirement balance is not nearly enough to support a comfortable retirement†.

What are the different ways you can prepare for retirement?

Although super plays a big role in your retirement income, there's more to preparing for retirement than your super balance. For instance, it may be worth reviewing your share portfolio to ensure you are maximising your dividends and retirement income, while minimising your risk. If you have substantial equity in your home, or sufficient savings, you could consider a low-risk property investment to grow your nest egg. And if you already own an investment property, it could be time to review the rent you are charging or restructure your home loan.

When is an ideal time to start planning for retirement?

The earlier the better. Retirement may not seem like the most urgent priority, but if you contribute an additional 3-5 per cent of your salary into super from a young age, it will go a long way towards ensuring you are able to enjoy today's lifestyle in retirement. It's never



too late to start planning, no matter how far off your retirement.

If you already have a plan, you need to ensure it's updated at least once a year – times will change and so will your personal and financial circumstances.

What is the psychological impact of not being properly prepared?

Recent research shows that people who are fully dependent on the Age Pension have significantly higher levels of stress, anxiety and depression than their financially independent peers‡.

Only people who are prepared to lead very simple lives, and are good at managing their money, are able to get by on the Age Pension. For the rest of us, relying on the Age Pension as our sole source of income means constant worry about unpaid bills and money problems.

Delaying retirement – what does this mean?

Most of us can't wait to finish working and retire. So naturally it can feel disappointing to delay retirement. However, research shows that a gradual, rather than sudden, retirement is a healthier option.

Mental health counsellor Lynn Berger says working less – but still working – keeps you physically, mentally and socially active and many people experience a rapid decline in physical and mental health soon after retirement, due to lack of activity and purpose§.

What can you do to improve your finances once you're retired?

Once you have retired you can receive income from a variety of sources: the Age Pension, dividends, rent, super, or your partner's income.

Super can either be paid in a lump sum or as a regular income stream. It may also be worth looking at converting assets to super to minimise the tax you pay.

Whether it's the latest investment strategies or advice to help you make the move toward retirement, we can help you develop a strategy to suit your personal situation.

* The Association of Superannuation Funds of Australia, August 2008.

† The Association of Superannuation Funds of Australia: Retirement Standard, March 2009.

‡ Choosing the Good Life, by Michael Longhurst and AXA Australia.

§ How to make the best of a delayed retirement, by Eilene Zimmerman, July 2009 (<http://www.nytimes.com/2009/07/05/jobs/05career.html>)

Taking stock after a turbulent year

The 2008/09 financial year saw unprecedented market turbulence, but ultimately served to reinforce the timeless principles of investing.

The 2008/09 financial year was a rollercoaster ride for Australian investors, who had to endure plunging sharemarkets, volatile asset prices and liquidity issues.

Overall, Australian shares lost 26 per cent of their value* – the fifth worst year on record†. It would have been even worse without a late rally which saw the market recover 28 per cent from its low point in early March to post four consecutive months of gains‡.

Australia wasn't alone, with sharemarkets around the world suffering abnormally large losses as shockwaves reverberated through the global financial system. The credit crisis erupted when the property bubble burst in the US, and borrowers who couldn't afford repayments were left with loans worth more than the value of their homes.

The situation escalated in September 2008 when some well-known financial institutions failed, while others were bought out or even partly nationalised. Global share prices slumped and the problems quickly spread, with some of the world's major economies going into recession. Governments and central banks took early action to cut interest rates and boost their economies, with the Australian Government issuing stimulus packages totalling \$52.4 billion.

A strong regulatory regime and relatively conservative lending practices have helped Australia weather the storm better than most comparable countries.

Timeless lessons

So what can we learn from the tumultuous 2008/09 financial year?

1 Invest for the long term and avoid chasing short-term returns

Investing requires time and patience. It's difficult not to react when short-term volatility erodes the value of your assets. But those investors who transferred their investments into cash at the height of the market downturn missed out on the substantial gains later in the year. Trying to time when to exit the market is a high-risk strategy and means you could easily miss out on potential gains when reinvesting.

* All Ordinaries Index

† <http://business.brisbanetimes.com.au/business/wotif-you-could-defy-the-global-financial-crisis-20090701-d51b.html>

‡ <http://www.abc.net.au/news/stories/2009/06/30/2612884.htm>



2 If you don't understand it, don't invest in it

One of the most important lessons of the global financial crisis is that if it looks too good to be true, it probably is. Many of the problems were derived from sub-prime mortgage loans repackaged into various forms of 'securities', often with even more debt, and sold to investors around the world. It wasn't clear where the debt was and who held it. If you don't understand an investment, you can't understand the risks. It is vital to understand the nature of an investment so you can decide whether it meets your circumstances and objectives.

3 Match your investment strategy to your individual risk profile

Investors who take inappropriate risks can be left exposed in the event of a market downturn.

A successful investment strategy is built around individual tolerance to risk. Each investment offers varying potential returns with varying degrees of risk – from defensive assets such as cash and fixed interest to growth assets such as shares and property. Your risk profile will depend on how long you are able to invest. The longer your investment timeframe, the more time there

is for your investments to recover from any market downturn.

4 Diversify to reduce risk

'Don't put all your eggs in one basket' is a proven way to manage risk. Diversification involves spreading your investments across asset classes and industries. This market downturn was unusual in that it affected most types of investment. But investors holding a portfolio diversified across growth and defensive assets remain best placed to take advantage of market opportunities.

5 Valuation is temporary, value is permanent

Investing with reference to daily share price movements is a high-risk strategy. You need to look at the underlying quality of your investments – individual companies' balance sheets and earnings forecasts, and the long-term trends and economic developments affecting overall asset classes.

If you have any questions about your investments or about the state of play in the investment markets, please call us today for further information.