



Business Insurance and Risk Management – Information Summary

Be Confident that Your Lifestyle and Investments are Protected

Let our experience help you determine what cover you and your company need to keep running as smoothly as possible during the inevitable bumps in business life.

Gain peace of mind and **RECOVER QUICKLY WITH OUR SUPPORT.**

Business Policies Increase Your Chances of Growth and Success

Are you one of the thousands of people in New Zealand who earn their living by having, or being a partner in, a business?

- Kiwis are noted for their entrepreneurial spirit and their courage to “give it a go”.
- Being self-employed opens opportunities for great reward – but it is prudent for you to take into account the escalated risk to your family’s finances and future wellbeing.
- With careful planning in advance it is relatively simple to mitigate some of the dangers of self-employment.
- Increase the chances of continuing to benefit from your hard work, even in unfortunate circumstances.
- Take advantage of business cover to make success and the achievement of your ultimate goals much more likely.
- Consider, with our advice, all the various insurance options as you progress your company and make important commercial decisions.



Quick Tips

We offer a **Free Review** of your **Existing Business Insurance Cover** and provide you with a **No Obligation Summary and Recommendations**. If you do want help implementing new policies or managing your existing risk cover, we are here for you.

Be Sure Your Business Formulates a Strategy in Advance

Planning ahead gives clarity in stressful circumstances, ensures fairness and continuity, and softens the blow of illness, disablement or death.

- We get you started on the right road by helping you to identify what type of cover your business needs most and alert you to essential agreements that should be in place, especially if you work with partners.
- We help you determine what would be the most help in a crisis – a lump sum to pay off debt or contractual obligations, or regular cash flow to cover key person replacement.
- Collaborate with us to tailor insurance products to suit your unique situation.

Which Business Cover is Essential for What YOU Do?

- **Key Person Benefit** for Business Continuation during Illness or Loss
- **Business Debt** – Cash Flow and Capital Protection
- **Shareholder Protection** under Buy Sell Agreements to manage Succession

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Key Person Cover

- Consider what will happen if your business loses someone who has a big impact on revenue.
- Whether that is you, a shareholder, a salesman or an administrator, you can prepare to manage without them.
- Key Person Cover injects cash into the business to cover the cost of things like recruiting, eliminating debt and meeting contractual and capital obligations.



Shareholder Protection and Succession Planning

- If you are a business owner or part owner, plan the continuity of your business, and your ability to deal with financial obligations, by having the appropriate kind of shareholder protection insurance in place, along with legal essentials such as wills, enduring power of attorney, and a Buy/Sell Agreement.
- Business protection insurance and succession planning ensures that remaining partner/s in small to medium-sized businesses inherit a viable business, and that the person (or estate) of the person exiting the business receives fair value for their share of the asset that they helped to create.
- No two businesses are the same - various insurance solutions are available to provide cash resources should you or your partners become medically unfit to work, or die.



Quick Tips

Would Farmer's Disability Work for You?

- A monthly benefit could cover the hire of a contractor while you are ill, or recovering from an injury.
- A partially-disabled option could protect you until you are able to work full time.
- The monthly benefit could be based on the farm's turnover, not proof of income.

Did You Know?

- **Trauma** and **TPD** insurance are also referred to as "living assurance", "critical condition" or "serious care" cover.
- Advances in modern medicine mean **you are likely to live a long life** after suffering a major health problem.

Type of Policy

Examples of Cover Provided

Business Income Protection

Funds some fixed expenses, the cost of a replacement employee for up to 24 months, and assists with re-establishing your business when you return to work.

Key Person Insurance

A monthly cash injection to cover the costs of recruiting, the replacement person's salary, and a short term fall in profit in the key person's absence.

Trauma or Living Insurance

Could fund a shareholder/partner's share of business debt or cover loss of revenue through a key person's absence due to serious illness.

Life and Permanent Disability Insurance

Provide funds for the purchase of the deceased or disabled shareholder/ partner's share of the business, or their portion of business debt.

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Fire and General Policies Protect Essential Business Property

Using a fireproof safe and backing up on The Cloud are precautions we can and must take against loss or damage, but that is not usually enough to get us up and running again in an acceptable time period when disaster strikes.

We need all the support we can get to **KEEP THE SHOW ON THE ROAD.**



- When accidents or calamities happen, to us or in our community, our business and the livelihoods of our employees could come to a halt overnight.
- Protect the people you care about against misfortune and secure the essential things that keep you earning, as best you can.
- Quickly repair or replace everything that is fundamental to the smooth running of your business by choosing the right insurance.
- Give yourself peace of mind about the company or property you have invested in, the vehicle that keeps you moving and earning, or the prize possessions that surround you - symbols of security and growth.



Quick Tips

What You Can Protect with Fire and General Insurance

- Your Commercial Building
- Company Vehicles
- Furniture and Fittings
- Goods in Transit
- Business Continuity
- Contract Works
- Your Rental Properties
- Business Machinery and Equipment

What Fire and General Cover does YOUR business need?

Type of Policy	Examples of Cover Provided
Business Assets	Repair/Replace, Buildings/Contents/Equipment, Stock/Materials, Keys/Locks, Reinstatement
Commercial Vehicles	Repair/Replace, Legal liability, Windscreens, Transport/Towing, Road Clearing
Business Interruption	Lost Income, Running Expenses, Claim Costs
Contract Works	Site Materials/Equipment, Materials in Transit, Increased Costs, Debris Removal
Landlord	Repair/Rebuild, Contents, Loss of Rent, Intentional Damage, Legal Liability
Business Liability	Broadform, Statutory, Employers

What Type of Loss or Damage do YOU Need to Cover?

- Theft
- Accidents
- Business Interruption
- Transit
- Business Liability
- Tenant Problems
- Earthquake and Other Natural Disasters

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The Most Frequently Asked Question?

“Why should we use your loan or insurance services, and do you charge a fee to help us?”

We work solely for the benefit of our clients, keeping your best interests in mind and saving you money wherever possible. For example, on a 25 year mortgage the correct loan structure can save you literally thousands of dollars.

Our services go well beyond the normal transactional nature of applications for loans or insurance cover. We spend time with you and analyse your needs and financial situation before formulating a suggested overall plan.

You are spared the difficulties and the precious time involved in trying to research and analyse the complexities of different products and options, and you are not restricted to the offerings of one insurer or lender.

We are an accredited mortgage and risk advisory business and we work with most lenders and insurers, who pay us a commission. Therefore 95% of the time our services are absolutely FREE to our clients. In very unusual circumstances lenders do not include any brokerage in the transaction, and we have to charge our client a fee. This fee is always discussed and defined at our first meeting.



Quick Tips

Common questions about business insurance

1. How will our company cope if we lose someone who has a big impact on revenue?

Key Person Cover injects cash into the business to cover the cost of things like recruiting, eliminating debt and meeting contractual and capital obligations.

2. I am a shareholder employee on ACC Cover Plus – are better options available?

ACC Cover Plus only covers accidents and is taxable. Self-employed people can re-structure their ACC cover and reduce their levies, freeing up funds for illness cover. Let’s discuss whether this change could help you.

3. We would like to invest in property, but how will we deal with tenant problems?

Landlord Insurance is available to cover things like Repairing, Rebuilding, Replacing Contents, Loss of Rent, Intentional Damage, Legal Liability, etc.

4. How do we choose the best insurance company?

Making the right choice is not simple, and it’s not an easy process to compare premiums and brochures. We explain the finer points of the different insurance products on the market and find the most appropriate cover for you.

5. What is TPD insurance?

Trauma and Total and Permanent Disability insurance are also referred to as

- Living assurance
- Critical condition cover
- Serious care cover.

Could You Benefit from Re-structuring your ACC?

- Most shareholder employees are on ACC Cover Plus, which only covers accidents and is taxable.
- Self-employed people can re-structure their ACC cover and reduce their levies, freeing up funds for illness cover.
- Let’s discuss whether this change could help you.

Let Us Do What We Do Well

Our assistance ensures that you are covered by providers with excellent financial and claim ratings, you are not over- or under-insured, and there are no surprises in the fine print of the policies you choose.

We look forward to discussing your needs and providing the best solution.