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Welcome to the latest edition of our client newsletter! We've included a mix of articles designed to share our insights and experiences, we hope you enjoy reading them.

If you would like to discuss any of the issues raised in this newsletter, please don't hesitate to contact us.

In the meantime, we hope you enjoy the read.

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Life Insurance for every life stage

One of the biggest misconceptions around life insurance is that it's solely designed to provide a payout if you die. But life insurance is relevant at all stages of life.

From your fancy-free 20s through your working life and into retirement, you will have different goals and priorities worth protecting.

Here we look at the types of cover you should consider at each age and stage.

20-30 years

Partying, travelling, studying, working – for many, the first decade of adulthood means plenty of fun and not a whole lot of responsibility. As a result, you're more likely to test your limits on the sports field, on the slopes, or in the sea.

At this age it may not seem like you've got a lot to lose, but what about the loans you've taken out? That credit card bill you've racked up? The career you've been building? The mortgage you've just taken out with your fiancé?

Life Insurance protects the future you're building, your partner and your family, who could face liabilities if something happened to you.

To protect what matters to you in your 20s, consider taking out Income Protection, Total Permanent Disability and Trauma insurance. With age on your side, your premiums will start low if you opt for stepped premiums.

30-40 years

In your 30s you're likely to be knuckling down: maybe you're paying down a mortgage, building your investments or welcoming children to the family.

It's not only a busy and exciting phase, it's one that can come with increased expenses and potentially debt.

While it can be tempting to focus on paying down these debts or accumulating more assets, it's equally important to make sure you're protected.

We can't always predict what's going to happen in life, and while we don't like to think about the cost of being injured or getting sick, there are ways to support yourself and your family should you need an extended period off work.

In your 30s you should consider Life Insurance, Income Protection Insurance, Trauma Insurance and Total Permanent Disability Insurance.

40-50 years

In your 40s you're probably still plugging away at your mortgage(s), getting to the more expensive end of your children's education, climbing the earnings ladder and adjusting your lifestyle accordingly.

At this stage it's important to protect everything you and your family have achieved, and the things you're still working towards.

Life Insurance, Income Protection Insurance, Trauma Insurance and Total Permanent Disability. It's also a good idea to review your level of cover regularly to make sure it protects your current assets and liabilities.

If you haven't done so already, think about whether your children need life insurance.

It's a horrible thought, but the unexpected death, terminal or critical illness of a child can be devastating financially, as well as emotionally.

Children's life insurance may cover out-of-pocket expenses that are not recoverable via private health insurance or welfare schemes, and ease financial strain if a parent has to reduce their work to care for a sick child.

50-60 years

At this stage you are likely consolidating your wealth, getting to the point where your mortgage is nearly paid off and preparing for retirement.

You may also be enjoying having an empty nest and doing a bit more adventuring.

While you may feel you have fewer responsibilities now, the facts are: these are often your prime earning – and saving – years, but they're also the years when chronic diseases often emerge.

If something were to happen to you or your partner now, your retirement plans and the lifestyle you've become accustomed to may be disrupted. Not only that, your children may have to deal with your debts. Life Insurance is particularly important now – providing your beneficiaries with a lump sum if you die – and Income Protection, Trauma and TPD Insurance can play a vital role in ensuring you get to embrace that retirement you've been working towards all these years.

No matter what stage of life you're at, life insurance is worth considering. If you're unsure about which option is best for you, we can help.



By Teresa Cutter
– The Healthy Chef

This article is brought to you by TAL, in partnership with Healthy Chef aiming to inspire healthier, happier lives.

Healthy eating on a budget

Healthy eating doesn't have to be expensive. With a few simple tweaks to what you buy and how you prep for the week, you could be saving hundreds of dollars every year. What many of us don't realise is that by eating healthier, it will actually save you money. You'll feel better, sleep better and end up spending less time with your doctor and spend more time on living a healthy life.

Here are my top 6 tips on eating healthy on a budget:

1. Adopt a “less is more” approach

When I cook or eat, I keep it simple and adopt the “less is more” principle. My main meals focus around plant-based ingredients that I can use throughout the week in different dishes. For example, roasted pumpkin can be used in a delicious salad for lunch, a nourishing soup for dinner and then put into a wellness bowl the next day. Find vegetables you love and repurpose them. Focus only on a few key vegetables each week – it will reduce the stress of figuring out what to make every time and you'll also be getting lots of antioxidants, vitamins, minerals and fibre your body needs for optimum health and wellbeing.

2. Buy seasonal

Buy seasonal, locally grown fruit and vegetables, as they are nutritionally better for your health and also less expensive. Shop at farmers markets or join a fresh food co-op. When in supermarkets, shop around the outside perimeter for the fresh produce. Also, when shopping in

the middle aisles, remember to look both high and low: this is where you'll normally find the quality and less expensive products. Most of the foods in the middle aisles are more expensive as food manufacturers have paid big bucks for premium space.

3. Avoid fad foods

Eating healthily whilst maintaining a budget isn't about consuming the latest superfoods such as acai, coconut oil or goji berries that can be expensive. Keep your ingredients simple and adopt a back to basics approach by eating real, seasonal food and keeping it simple.

4. Do your own cooking

Healthy eating on a budget starts in the kitchen. It's the most powerful weapon in the fight against food waste and improving your health. If you cook your meals from scratch rather than purchase meals from restaurants or cafes, you'll not only save money, you'll make improvements to your health and wellbeing that last a lifetime.

When shopping, buy quality. You get what you pay for, no matter what

you're buying and a little of the good stuff can go a long way if you know the tricks to making it stretch further. I make my protein sources such as lean, grass-fed beef go further by combining them with foods like beans and plenty of vegetables.

5. Embrace a plant based Mediterranean diet

Vegetables, leafy greens, free range eggs, beans and whole grains, such as quinoa and brown rice, are an inexpensive and a delicious way to create meals that taste delicious and are good for your health. I love cooking quinoa and mixing through a few ingredients such as roasted eggplant and pumpkin. To serve, I simply fold through a mineral-rich pesto which is purely delicious.

6. Minimise food wastage

Firstly, I make a plan for my meals for the week and write a shopping list. This way I can stick to a few key ingredients and I'm less likely to over shop and waste ingredients. Any vegetable scraps can go directly into making a soup or stock that you can easily freeze. I also love to batch cook my meals so I make enough to last a few days or portion out into storage containers for the freezer so that they are fresh and ready for the following week.

The information in this article is provided solely for educational and informational purposes. It does not consider your own particular circumstances. Consult a physician or your health professional for specific information to meet your needs.

What is your risk tolerance – and why?

Risk is inherent in investing and there is no one size fits all approach to managing and dealing with risk. What keeps you awake at night might be well within someone else's comfort level.

The central principal of investing is the higher the risk of a particular investment, the higher the possible return. Of course the flip side of that is that low risk investments typically offer low returns. Those that are attracted to high returns need to be sure that they can cope with the volatility that can accompany those types of investments and those who want stability need to ensure that they are prepared to compromise on return for investment.

It's worth developing an understanding of how you feel about risk as your risk tolerance should dictate your investment strategy.

What is risk tolerance?

Risk tolerance is the degree of variability you're willing to withstand with your investments. In other words, the ups and downs you can put up with. Risk tolerance varies from person to person as well as over time. For example, someone with a very short investment time frame and a very important investment goal might not be willing to put up with peaks and crashes. They might not have time to start again if something goes wrong with a risky investment. On the other hand, someone with a longer time frame (someone at the start of their career, for example) might be willing to take that risk, for a potentially higher payout.

What shapes people's risk tolerance?

Part of your risk tolerance is based on hard numbers. Put simply, it's comparing your investment goal to the data available on your potential investment options. And then putting that in the context of other factors, like economic risk. It's the other part that's particularly interesting.

The psychology of risk tolerance draws from many different areas of behavioural psychology. Risk taking behaviour can be influenced by emotional factors; how the person is feeling at the time, or how they think they'll feel if their decision pans out as expected. Your decisions can also be shaped by your past experiences.

It's possible that your approach to some types of risk might be formed by an early age – when you're in primary school.ⁱ By that age, you've already absorbed a lot from your parents and siblings. But that doesn't mean you can't understand more about where you're coming from, and in doing so, get closer to your goals.

Balancing your risk tolerance and goals

In general, problems arise when your risk tolerance is low, and your goals are particularly ambitious. But when you have a more-than-high tolerance for risk – even a love of the thrill of chasing extraordinary returns – you may be

tempted to break your medium to long term plans. Even when you're on track to achieve your goals. In other words, balancing your risk tolerance and goals takes a consistent effort.

What is your risk tolerance?

Risk tolerance is different for everyone. 'Know thyself' is the adage, and a common and simple test is to think about how you'd be likely to react to a significant fall in the value of your investments.

Conservative investors are likely to want to sell and run, believing that this will mitigate their losses. Aggressive investors on the other hand might use the drop to increase their holdings. Most people are somewhere in between these two poles.

We can help you to work out your risk tolerance, and assist you to make investment choices based on your profile, situation and investment goals.

If this article has left you feeling like it's time for a discussion – and maybe even a change – get in touch with us. We're here to assist you in planning your investments in order to achieve your goals.

ⁱ In context of physical injury: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2610559/>

