

## CEO Comments

I am very proud to write this update, as it marks a considerable milestone for the Argent Group - we celebrated our 10<sup>th</sup> anniversary. Looking back what an eventful 10 years they have been, however, I haven't been given that much space to write, so enough about the past.

From January 2010\* we will be 90+ strong across the Argent/Lifetime group and will be operating from 10 locations from Nelson to Invercargill making us one of the strongest groups providing full Financial Services.

It is extremely rewarding to be part of such a progressive and enterprising business, and long may it continue with more and more opportunities being presented to us as we move forward.

Recessionary times will come and go, but the lifelong relationships that are established between Clients, Staff and Advisers weather these storms and come out the other side the better for it.

We have also welcomed the Mortgage Link relationship to our offering in 2009 and this has really boosted an even stronger mortgage lending opportunity for our specialists (refer separate article).

Thank you for your part in allowing our team to work with you. We have clients that go right back to when our longest serving advisers started close to 40 years ago, right up to our recently welcomed ones that have started their journey with us this year.

To each and every one of you, please have a safe and enjoyable Christmas and Holiday season and we look forward to being of service in the New Year.

Best Wishes

Warren Stephens  
CEO Argent/Lifetime Group

\* Subject to the successful completion of the Sale and Purchase of Swain Financial Services Ltd and Swain Woodham Investments Ltd 1/1/10.

## Argent / Lifetime Charitable Trust

This year's charity nominated to receive \$10,000 was to sponsor a Guide Dog for the Royal NZ Foundation for the Blind. Meet "Argie" ...

To find out more details go to [www.rnzfb.org.nz](http://www.rnzfb.org.nz)



## Launch of the Argent / Lifetime Foundation

To celebrate our 10 years in business, the shareholders of both Argent and Lifetime have kindly agreed to donate a small percentage of our turnover each year to our newly formed Foundation.

This will be in the form of equity (shares) from our two parent companies and in doing so will generate an ever increasing perpetual income for the Foundation.

The income each year will then be passed to the Argent/Lifetime Charitable Trust to award various grants and Scholarships. For 2010 this is likely to be two Grants/Scholarships of \$2,000 each and one of \$1,000. This is additional to the traditional \$10,000 we raise and donate at our annual Charity Golf Tournament.

An internal committee has been established to evaluate submissions and approve the grants.

Eligibility criteria is unrestricted, all you have to do is submit your request (details below) outlining what the purpose of the funding "grant" would be used for and why you or the nominee should receive it - it's that simple.

The committee will select the winning applications and recipients will be awarded around October each year.

Applications are being accepted now for the 2010 Grants and Scholarships and close 31<sup>st</sup> August 2010. Apply in writing by sending your submission to:

The Trustees, Argent/Lifetime Charitable Trust, PO Box 25-130, Christchurch 8144.

To check out more information on the Argent/Lifetime Group visit: [www.argent.co.nz](http://www.argent.co.nz) or [www.lifetime.net.nz](http://www.lifetime.net.nz)

## You find the home, we'll do the rest

### What is a broker?

Finding your way through the maze of borrowing options can be confusing. Once you've chosen a lending package, what on earth does all the small print mean? That's where your Mortgage Link adviser comes in.



We help sign-post the way out of the overload of information that can be quite confusing. For advice that is straightforward, honest and helpful, talk to one of our advisers today.

### Residential

Imagine owning your own little piece of New Zealand – a place to call home. It's not as difficult as you may think. There are hundreds of ways you can make your dreams a reality, all you need to do is call a Mortgage Link adviser to find out how.

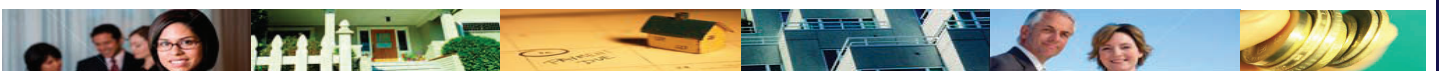
### Commercial

The commercial mortgage environment is highly specialised and very competitive. It pays to get good advice when it comes to borrowing money from commercial lenders, if you want to leverage off your assets or if you are thinking of investing in a franchise business. Do you have the right product for your needs?

### Insurance

During our relationship, you will need to think about your insurance needs. With there being so many providers and products, you will need quality advice to make sure your needs are properly and completely met. We can refer you to one of our internal specialists.

Don't just take our word for it. Mortgage Link has over 10,000 happy clients to vouch for our commitment to finding the best mortgage products on the market.



# ATTENTION

## All Parents and Grandparents!



**“Would you like to give your children or grandchildren \$1,000 at no cost to you?”**

Did you know that you can enrol your children or grandchildren into KiwiSaver, claim the free \$1,000 kick start from the Government, without having to make any contributions towards the plan?

Did you know that \$1,000 invested at birth, will be worth \$44,145 at retirement?\*

- \$1,000 invested at age 5 will be worth \$32,987 at retirement\*
- \$1,000 invested at age 10 will be worth \$24,650 at retirement\*
- \$1,000 invested at age 15 will be worth \$18,420 at retirement\*

This is too good an opportunity for your family to miss out on!

So why wouldn't you enrol your children or grandchildren into KiwiSaver?

The earlier you enrol your child into KiwiSaver the greater the effect of compounding interest.

Most KiwiSaver providers require a minimum monthly contribution, so if you want more information on how you can get the benefits without the cost, please contact us at "kiwisaver@argent.co.nz" or phone us on 0800 274 368.

\* These calculations assume a real rate of return of 6% per annum and a retirement age of 65

## Liability Insurance - Public and Products Liability

This cover may be referred to as "Public and Products" Liability, "Combined" or general Liability, the intention is generally the same, i.e. to cover an organisations liability to third parties arising from its business operations. It is important to consider that if cover is given, the policy is one of legal liability, i.e. you must be found legally liable to compensate the third party before the policy will respond and in all cases, you must be aware of the policy limitations and exclusions set out in the insurers' policy wording.

There are usually two sections to the policy, covering claims which occur during the period of insurance for personal injury or damage to property:

### Public Liability

Legal liability to pay compensation to third parties arising in connection with the business activities of the insured. This section is limited to a maximum amount for any one claim (or series of claims from the one incident), but is generally unlimited in the number of claims that it will respond to in any one year.

### Products Liability

Legal liability to pay compensation to third parties arising in connection with the insured's products. This section is limited to a maximum amount for any one claim and for all claims made in any one policy year.

In addition, the policy provides cover for legal costs and other expenses incurred to defend a claim, and/or those ordered to be paid by a court. (These costs are only covered if agreement is obtained from the insurer before they have been incurred.)

### Wording Pitfalls / Additional Covers

- Definition of property damage
- Jurisdiction
- Professional Liability Exclusion
- "Worker to Worker" Liability
- Additional Payments
- Property in the Insured's Care, Custody or Control
- Territorial Limits
- Asbestosis Liability
- Product Recall
- Pollution Liability

If you have any queries in regards to the above please contact any one of our general insurance account managers at Lifetime Insurance Brokers Ltd and they will be happy to assess your business needs.

Extract from "The Executives Guide To Insurance and Risk Management", © QR Consulting 2002, 2005

## \$100 Special Bonus Offer Voucher

Getting your Lifestyle, Family and Mortgage Protection Plan underway is a great start towards Financial Independence.

Due to the present world economic situation we are receiving a number of queries regarding Mortgage Protection including Redundancy Cover and we are able to provide advice on this.

We offer a free, no obligation service where one of our consultants will sit down with you and review your current financial situation and provide you with advice on any areas of improvement that are identified in the process.

Establish or increase a Life or Disability insurance policy during December 2009 or January 2010 and we will refund up to \$100 of your first month's premium. (conditions apply)

### **What would happen if death or disability were to strike you or your family?**

The impact of such an event could include the forced sale of your family home, erosion of savings and loss of employment opportunities.

Fortunately we have a range of options that help you to plan for unforeseen events. We can help you to select the benefits best suited to your circumstances.

#### **Terms and Conditions**

- + This offer is valid only for applications received 01 December 2009—31 January 2010.
- + This voucher may be used for increases in cover for existing policies but they must be up to date and the voucher cannot be used to pay policy arrears or for policy anniversary CPI increases.
- + One voucher per new policy or increase.
- + This voucher has a cash value of \$0.001 and is not redeemable for any other trade, goods or service other than that which is expressly described herein. No warranty on the insurance product selected is implied by the use of this voucher.

