

THE NEED FOR PERSONAL INSURANCE

Many people readily recognise the need to insure their cars and home, but neglect to insure their greatest asset - their **lives and ability to earn an income**.

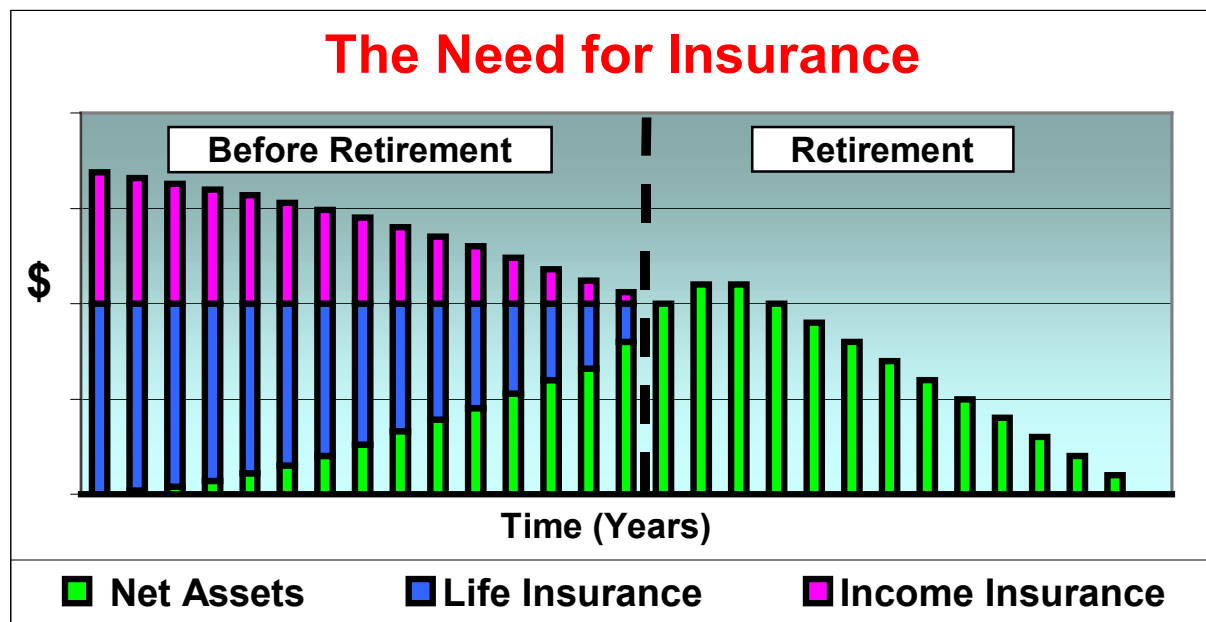
As a ballpark figure, compute the following amount of money you expect to earn until retirement:

$$\text{\$\$} = [\text{Years to Retirement}] \text{ multiplied by } [\text{Expected Average Salary}]$$

Big number? Got your attention, have we??

Your income is the crux of your financial future. It is imperative that this valuable resource is protected in the event of death; total or temporary disablement due to sickness or accident, so that your financial plan remains on track and you are not forced to surrender investments at inopportune times.

Insurance can be regarded as the topping up of assets – as they increase, so insurance can decrease.



Other Personal Insurance covers include:

- Total & Permanent Disablement
- Income Protection
- Business Expenses

As well as Trauma Insurance

Trauma insurance pays you a set amount, should one of a specified number of medical conditions or injuries occur.

Question: What do you think is the probability YOU will be healthy at age 75??

80%? 50% ?? Sorry, it's likely to be much lower.....

Check out the calculator at <http://www.mlc.com.au/Masterkey/illness.nsf/inputform?openform>