



ACC CoverPlus Extra – Is it right for you?

Many self-employed clients appear not to be making the most of the benefits available under ACC and Income Protection. They may not have the ideal mix of benefits which means they are paying the maximum premiums and duplicating cover for accidents.

We have found that many clients are not aware of ACC CoverPlus Extra and the options it can provide for them that enables our clients to have the optimal solution in respect of the level of cover they have for both illness and injury and the costs paid for those benefits. As each case should be fully evaluated, we encourage you to discuss the specific applicability this may have for you. Your trusted Triplejump Adviser, will assist with the most effective solution and peace of mind.

ACC CoverPlus Extra is an alternative to the standard ACC CoverPlus personal injury cover for the self-employed or ACC WorkPlace cover for non-PAYE shareholder-employees. **It provides a guaranteed level of weekly compensation, agreed in advance** with ACC, should you be unable to work as a result of an injury.

The circumstances particularly suited to ACC CoverPlus Extra are where:

- Earnings fluctuate from year to year (e.g. farmers, real estate agents, contractors)
- Earnings status has changed (e.g. from part-time to full-time)
- You are new to business
- Personal income is not an accurate indication of your earnings capacity because of split income or you have taken advantage of options to reduce tax
- The business may still generate income if you are injured

How Triplejump can help

We are able to provide expert advice in this area. We will take you through a comprehensive Needs Analysis which will address and recommend **how your Income Protection can work best with ACC CoverPlus Extra.** The following issues will be addressed:

- Cover for personal injury and illness
- Confirmation that your classification is correct for your business activity
- Details of PAYE, Trusts and income splitting
- Wait period variations
- Calculations of maximum reductions
- Assist with the required review every two years

If you would like to discuss how your current Income Protection cover can work best with ACC CoverPlus Extra, make an appointment with your Triplejump Adviser who will be able to provide all the recommendations and solutions to best suit you.

Sources: ACC New Zealand
Triplejump Limited

Welcome...

...to your winter newsletter

Are your affairs in order? Many forms of debt come with insurance attached. So should the unexpected occur, your family is protected from the liability. However, when all bills are paid, what plans have you made for what happens next?

Most would expect to cut luxuries such as holidays and big purchases, but have you made provisions for the daily expenses such as childcare, property or vehicle maintenance.

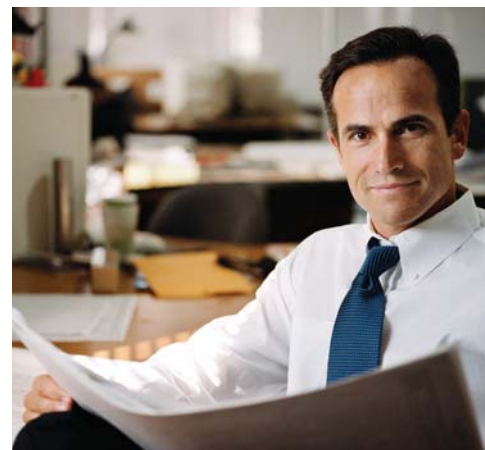
If you have complicated circumstances or would like to maintain your current lifestyle, you can insure yourself against potential risks.

Professional advice regarding your estate planning is important to ensure that your family's wealth and livelihood are protected should the unexpected arise.

Please contact us to make an appointment to discuss your estate planning.

Best wishes
Iain Smart and Julie Mackie

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We are still growing

The Triplejump Franchise network is still growing. We now have 16 Franchises established throughout New Zealand. Triplejump is now represented at the very top of the North Island and the very bottom of the South Island.

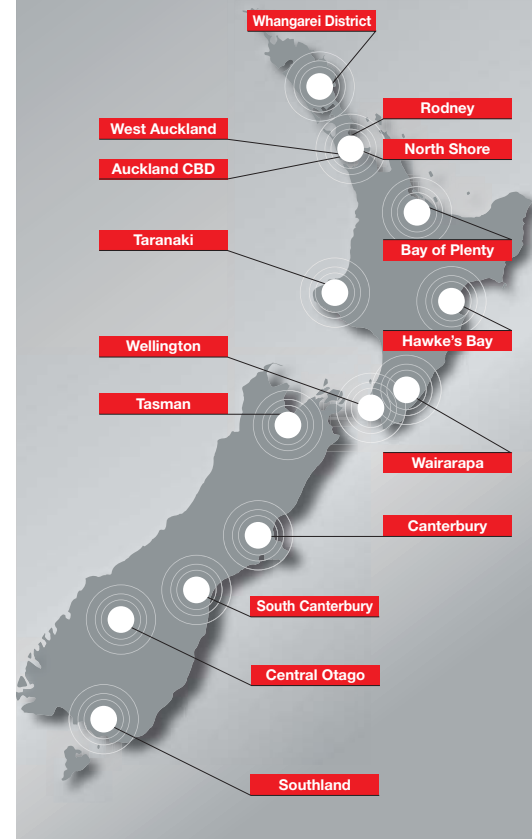
We have grown our presence in the South Island with an office newly opened in Queenstown and a further Adviser joining our Invercargill team. It is really great to see such fantastic growth and representation in the South Island which will deliver solutions to the many established businesses and families in the regions.

We have also expanded in the North Island with another Adviser joining our Wairarapa office and further, our newest Franchise in Tauranga, who will service the Bay of Plenty

and Coromandel. We warmly welcome them to the Triplejump Network and we look forward to providing their clients with the superior service and professional needs-based advice that proudly stands behind our name.

We are continually looking at the ways we deliver excellent service and support to our clients and we welcome your feedback. Why not share with us, your family and friends, the fantastic experience and service you have received from your Triplejump Adviser? We are always appreciative of this feedback and would love to share it across our network.

Email Your Feedback to:
info@triplejump.co.nz



Will and Enduring Powers of Attorney

We often think we are invincible and that nothing 'bad' will ever happen to us. The reality of this is that we can't predict what is around the corner but we can prepare for it just in case. If you are a business owner and you have transferred assets to a Trust then it is prudent planning to think about your company and your Trust and consider some of the following points should a catastrophe strike you down:

- Who will be your continuing Trustees?
- Who will carry on your role as a Director?
- Who will vote your shares?
- Who has the power to appoint new Trustees/Directors to act on your behalf?
- Who will deal with your personal assets?
- Can others force the sale of your shares?

What if you are suddenly incapacitated?

This means that you may lack the capacity or be mentally incapable of making a decision. Incapacity also could apply because you lack the ability to understand the nature of decisions, to communicate decisions or to foresee the consequence of decisions.

Incapacity could have serious implications on your business and your Trust. Would

the continuing Trustees be able to carry on running the business? Do they understand the business enough; do you have instructions or expressions of wishes that the Trustees can follow?

If you are in business with others, have you got a Shareholder Agreement in place to deal with the sale of your shares? A Buy/Sell Agreement would help address and resolve some of the above issues as it would mean you have put arrangements in place to:

- Agree on the commercial deal – what do you want to see happen?
- Have appropriate insurance to fund a buyout
- Properly document the legal arrangement

Enduring Powers of Attorney (EPA)

Enduring Powers of Attorney (EPA) is an authority that allows someone to act on your behalf if you become incapacitated. There are two types of EPA's: Personal care and welfare. You can only have one person at a time act on your behalf for Personal Care and Welfare. The second EPA you need to have is for property. You can have more than one person act on your behalf for this type of EPA or you could choose a corporate

Trustee such as The Public Trust. It is important to note that if you don't have an EPA and you lose capacity, then the others must apply to the Court for powers to act on your behalf.

It is also worth noting that the person who is your EPA cannot act as your replacement in your role as a Trustee or Director. They can only deal with property you own in your personal name.

The impact of incapacity or death on the Trust means you are removed as Trustee, your power of appointment is lost and you cannot act as a Director. There may be options in your Trust deed that allow powers of appointment or new Trustees so it is wise to ensure your Will covers replacement Trustees and substitute powers of appointment.

In summary, Wills and EPA's will make things easier on your family and colleagues and allows for you to plan ahead. Your Triplejump Adviser and Lawyer can work together on addressing the above to ensure your business and your family are secure and can continue should you find yourself incapacitated unexpectedly.