



Autumn 2008

Dear #First Name#,

Welcome to the Autumn edition of our regular newsletter.

Continued volatility in financial markets has seen an interesting few months for investors. In this issue we discuss **the role of dollar cost averaging** - making regular savings to even-out the highs and lows of long-term market performance. KiwiSaver is one way to achieve this and the **higher than projected membership numbers** show that Kiwis are keen to join the scheme.

Applications for the AMP Scholarship Programme are now open and this year 12 AMP scholarships of up to \$10,000 will be awarded, along with a further fund of up to \$80,000 to be shared amongst those winners who are selected as AMP Premium Scholarship winners. **Could you, or someone you know be one of the next AMP Scholarship Winners?**

Again we hope that you find this newsletter useful - but if you'd rather not receive it - simply click on the 'unsubscribe' link at the bottom of this email.

If you have a friend that would enjoy reading our newsletter, you can also **send them a copy** to read.

Kind regards

The team at Marlborough Financial Services

Kids and KiwiSaver - the benefits of starting early

The earlier we start planning for retirement, the more time we have to create the lifestyle we desire and grow our savings through investing regularly and earning compound interest.

Opinions are formed at a young age and although for kids, retirement is a long way off, it's never too early to start teaching them about the value of money.

By enrolling your kids into KiwiSaver now, they can receive the \$1,000 tax-free kick-start and annual fee subsidy of \$40 per year. It could also be a good way to encourage them to take an interest in their financial future, teach them good money habits and help them take advantage of the help offered to home buyers when they get older.

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AMP Scholarship applications

The AMP Scholarship Programme rewards those with courage, passion, determination and commitment – those who aspire to live life to the full. Recipients range from artists and scientists to performers, sports people and teachers. Each of these individuals has one thing in common – a determination to turn their

If you want to contribute to their KiwiSaver account, or if they're older, to encourage them to make regular payments to help their savings grow, some KiwiSaver Providers (including AMP) accept regular payments via direct debit, and one-off payments can be made through the IRD. [Read more...](#)

Managing your risk with dollar cost averaging

Dollar Cost Averaging may be a financial 'buzz word', but it's meaning is quite simple. Whether you're a novice or a more seasoned investor, it can be a good way to balance out the risks and returns of investing.

Economists are responsible for reading and interpreting market conditions, which can guide us on the current performance of the market and the right times to invest to make the most of rising prices.

But as financial markets can, and always will, have a certain amount of volatility that can affect the performance of individual investments, economist's predictions cannot always be accurate. There are no guarantees of when is the best time to start investing, or when prices have fallen to their lowest point.

Using Dollar Cost Averaging, you can 'even out' the peaks and troughs of investment performance by drip-feeding your money in at regular intervals (e.g. by transfer or automatic payment) rather than investing it all at once. In effect, you're investing money at a range of different unit or share prices, sometimes you'll be able to buy more, sometimes less, for your investment dollar. [Read more.....](#)

Succession planning: The role of insurance

By **Susanna Stuart**

Do you own a small business, or work in one? What would happen to that business if the key person or the owner were to retire, or suffer sickness or an accident? Would the business survive? If the owners of a business have no clear plan for any of these eventualities, the danger is that after spending years to build up a valuable business - an asset of real value - the enterprise may simply be left to collapse, or be sold at a "fire-sale" price.

Small businesses can be vulnerable, and if you're working in one then we have two words for you: Succession Planning.

Succession planning is about working out a profitable, fair, exit strategy or a "plan B" if the owner or key person moves on or dies.

In the case of death, life insurance enables any surviving business partners and shareholders to receive money to buy out the share of the business from the deceased's estate. The enterprise can then continue. This is especially vital if the surviving parties do not have the capital or ready money, or are not in a position to borrow. In this way, the surviving parties can also control who takes over the shares in the company, they may not want to be in business with the deceased's spouse for instance, or a buyer. [Read more...](#)

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dreams into reality.

Applications are now open and this year 12 AMP scholarships of up to \$10,000 will be awarded, along with a further fund of up to \$80,000 to be shared amongst those winners who are selected as AMP Premium Scholarship winners. Premium winners are selected from the AMP Scholarship recipients.

Could you, or someone you know be one of the next AMP Scholarship Winners?

[Click here to apply.....](#)



KiwiSaver breaks through 500,000 mark

The half-million milestone was reached in March, less than eight months after the scheme's launch last year. Initial projections were for KiwiSavers to number just over a quarter million within 12 months.

"KiwiSaver is a huge success. There are already \$600 million invested in KiwiSaver accounts. When the Labour-led Government first signed off on this plan for the future in 2005, we were confident it would build a new culture of savings over time.

"But it is fair to say that no one thought New Zealanders would respond to the scheme with such incredible enthusiasm. KiwiSaver makes it easier than ever before to save for retirement and will help many families buy their first homes," Helen Clark said. [Read more....](#)

Recommended website

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In relation to any investment information, it is important to note that past performance is not an indicator of future performance, and neither Marlborough Financial Services nor AMP guarantee that an investor will receive any of the returns stated in this newsletter. A disclosure statement is available on request and free of charge.

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Visit the Government KiwiSaver website for further general information on KiwiSaver and your options - check out www.kiwisaver.govt.nz

Thought for the day

"One thing successful investors have in common is that they don't get carried away by the issues of the day- stay the course." ~**Andrew Clarke** in Wealth of Experience

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