



Marlborough Financial Services Limited
service@marlboroughfs.co.nz | 03-5789029
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Protecting your life and your lifestyle.

Spring 2006

Dear #First Name#,

For those of us with children, we know how hard it can be to teach young ones money management skills. In this issue we provide some ideas, and give you the opportunity to **win** one of five copies of Susanna Stuart's book - 'Start Talking Cents Teach Your Children and Teens to Manage Money'. Click [here](#) to enter!

And for those of you with rental properties, we ask 'Are you at risk from terrible tenants? We can show you an easy way to provide affordable protection against a range of risks that you face as a landlord.

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

Start talking cents your kids and money

By Susanna Stuart – Financial author, writer and planner.

Please fasten your seatbelt. The flight ahead over the next few years as your children grow towards full financial independence is bound to get a little bumpy. As your kids get older they'll learn the buying power of money and they'll learn the big lesson that it gives them a measure of power and independence. The real challenge is to be sure they learn that money also requires restraint and responsibility. Here's a brief flight guide.

First step

Those air safety routines before take-off offer a piece of advice that applies to your finances as well. "Should an oxygen face mask appear," the videos say, "be sure to put yours on first, before putting on that of your child." This is also true with money. When it comes to giving your children a great head start in finance, nothing beats getting yourself in order before anything else. The golden rules are:

- Lead by example. Tighten up your own spending – be conscientious in your budgeting.

Teach your children good money attitudes

Children learn their money attitudes through example and practice. As infants in their terrible twos they'll kick up a scene at the supermarket as you yank them away from the confectionery aisle. And from this point on you need to be pretty conscious of the attitudes you're trying to encourage. [Read more....](#)

In this update

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Win one of five copies of Susanna Stuart's book 'Start Talking Cents ... Teach Your Children & Teens to Manage Money'.

We have five copies of Susanna Stuart's book to give away to lucky readers.

To enter the draw, [email](#) us your name and tell us two ways a financial plan can help you (hint: check out our website - www.marlboroughfs.co.nz).

Entries must be received by 5pm, Friday 27 October 2006. Winners will be notified by email.

[Enter here!](#)

Are you at risk from terrible tenants?

As an owner of rental property, malicious damage and loss of rental income are probably among your biggest concerns – and not without cause. A 2003 survey of 538 New Zealand landlords revealed some disconcerting statistics:

Problem	Landlords	% of Landlords
Non-payment of rent	466	86.6
Damage to property	304	56.5
Neighbourhood disturbance	201	37.4
Abandonment/vacating	204	37.9

National Landlord Survey 2003, Centre for Research, Evaluation and Social Assessment.

Tenant troubles

It's a fact that there are bad tenants out there. If you have a really bad experience, you could end up with tenants who get behind in the rent, damage the property and then disappear leaving you with rent arrears, repair bills and paying the mortgage on an uninhabitable property.

On the other hand, you might have great tenants – but good tenants can cause damage too. Your tenants may usually take good care of your property but an unintentional accident may cause expensive damage such as a kitchen fire, carpet damage or water damage from an overflowing bath. [Read more...](#)

More details...

Please call our office for an AMP Landlord Plan brochure, which sets out the terms of cover and includes the full range of benefits and maximum limits payable. We are also happy to answer any queries to help you decide whether this policy is right for you.

Twenty Good Summers

By Martin Hawes

Many people, especially those of the baby boomers generation, want to work less and live more. They want to ease back; not exactly retire but to make time available to do the things that they have always wanted to do (but never really had time for).

They want to start enjoying some good summers. To do this they have to rearrange their finances. In particular they need to set a whole new investment strategy because they will be reliant on their investment capital to some extent at least to give them the income on which to live.

Getting ready to ease back into semi-retirement means doing three things: [Read more...](#)

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service@marlboroughfs.co.nz

www.marlboroughfs.co.nz

Disclaimer:

The views or information given in this email are not necessarily the views of Marlborough Financial Services or AMP. It provides general financial information and is not intended to provide financial advice. For personalised financial advice, we recommend you [contact us](#).

KiwiSaver - an update

The KiwiSaver workplace savings scheme bill has now been passed through Parliament.

Several changes have been made to this scheme from the initial document issued earlier this year:

- The start date will now be 1 July 2007
- Employer contributions will be tax exempt to a maximum of 4% of employee's salary or wages
- Half of an employee's contributions can be diverted towards mortgage repayments

For further information on KiwiSaver and a comprehensive list of questions and answers, you can [view this on our website](#).

If you would like us to keep you up to date with information on KiwiSaver email us your name and type 'KiwiSaver update' in the subject line. Email to: service@marlboroughfs.co.nz

Investment Taxation update

The proposed changes to the investment taxation regime are now before the Parliamentary Select Committee and the implementation has now been delayed until 1 October 2007.

For the latest information, please refer to the [Inland Revenue website](#).

Recommended website - for the kids!

The website of the Retirement Commissioner has some great games, activities and information to introduce kids to important money concepts.

[Check them out!](#)

Thought for the day

"Obstacles are things you see
when you take your eyes off
your goal" ~ E. Joseph Cossman