



Budget



+ wealth + security

Booster

March 2011

Get healthy and save

In Australia, we're lucky enough to have one of the best lifestyles in the world. Plenty of sunshine, beautiful parks and beaches, and an abundance of good and healthy food - there's no reason for Australians to be out of shape!

Unfortunately, despite our blessings, and a pretty good awareness of health and wellbeing, the general state of the Australian population does not seem to be improving.

- The most common killers in Australia have been heart disease and cancer
- Cardiovascular disease affects 1 in every 6 Australians, or 67% of Australian families. By 2051, that's expected to increase to 1 in 4 Australians¹
- Diabetes is Australia's fastest-growing chronic disease, with 275 Australians developing the disease every day²
- Some of this can be attributable to our ageing population, it's also largely due to the fact that many Australians live with a combination of poor diet and a lack of physical activity
- According to the heart foundation, around 80% of cardiovascular disease is largely preventable³
- Diabetes Australia estimates that up to 60% of cases of type 2 diabetes can be prevented⁴

The impact of illness is something insurance advisers see every day. And while it's rewarding to be able to help clients recover financially from serious illness, it would be far better if it didn't happen in the first place!

Lifestyle changes could save your life... and your wallet

When a life insurance company calculates your premiums, they take into account a number of risk factors

- age
- gender

¹ 'The shifting burden of cardiovascular disease' – Report by Access Economics to the Australian Heart Foundation, 2005

² 'Diabetes in Australia' – Diabetes Australia website, www.diabetesaustralia.com.au

³ Media release – the Heart Foundation, 18 March 2009

⁴ 'Diabetes in Australia' – Diabetes Australia website, www.diabetesaustralia.com.au

- blood pressure
- smoking status
- your Body Mass Index (BMI)
- cholesterol
- blood glucose levels

If you fall into a high-risk category for some of these risk factors, it can be reflected in how much you pay for your insurance each year. These additional costs are called 'loadings'.

- By making changes to improve your lifestyle and reduce your high risk factors for serious illness
- Ask your life insurance company to re-assess your insurance premiums, potentially reducing or removing your loadings
- Giving yourself a better quality of life now and in the future, you could also be saving yourself money. More importantly, you'll be starting some good habits that could stay with you for a long and happy lifetime.

Source | Asteron

If you'd like to discuss how you can improve your lifestyle, and potentially reduce the cost of your insurance, make an appointment to review your situation today.

Don't have insurance?

The underinsurance gap in Australia is a scary statistic! Are you and your family covered if life throws you a curve ball? Make sure you are protected against the unexpected and speak with your Professional Investment Services financial adviser today.

Your local adviser office is located at:

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