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PACIFIC HAS WORKERS
COMPENSATION
FUNDING EXPERTISE

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The Pacific Way

Welcome to the fifth issue of Pacific's online newsletter! We are pleased to regularly bring you the latest Pacific information and updates on products, services, special events and relevant industry news.

Your ongoing support is very much appreciated and allows us to continue making advances with technology and provide you with the best possible systems and service standards.

To add to the service we provide Pacific is pleased to announce the following appointments:

Chris Bawn	NSW	State Manager
Phillip Adams	NSW	Marketing Manager
Kelli Henderson	VIC	Product Distribution Support Manager <i>(Promotion)</i>
Kym Balman	SA	Marketing Coordinator <i>(Maternity leave relief)</i>

Funding in Focus

EVERYONE CAN BENEFIT FROM INSURANCE PREMIUM FUNDING

The June 30 renewal period is now upon us and this will no doubt be a hectic time for many intermediaries. However, this is an apt time to highlight the benefits for both clients and intermediaries of utilising insurance premium funding (IPF).

IPF offers clients a wide range of benefits. IPF;

- removes the 'cashflow squeeze' of having to pay the premium up-front in one lump sum
- gives clients the flexibility to 'free up' working capital to expand their business or take advantage of other commercial opportunities
- smooths operating expenses
- improves available "cash" for business contingencies
- reduces risk of under insurance where clients seek to decrease premiums
 - by opting for a lower sum insured
 - or taking greater deductibles
- interest cost is usually tax deductible
- Interest rate is fixed for the term of the loan

IPF can be an additional income stream for intermediaries, who can also reduce their debtor days outstanding by offering IPF as a payment option at the time of renewal. The payment choice is then with the client – pay upfront or use the IPF facility. Experience has shown that many intermediaries have reduced their debtor days outstanding using this method.

STAFF PROFILE



This is a new column and we thought who better to start with than the newest member of the Pacific team.

NAME: Chris Bawn

POSITION: State Manager NSW

FIRST JOB: 'Check out Chick' at K-Mart....

BEST PART ABOUT YOUR JOB:

Being new my interactions with staff at Pacific and their overall positive and 'can-do' attitude.

INTERESTING FACT ABOUT YOURSELF:

Was privileged enough to run with the 2000 Olympic Torch.

WHAT CHARACTER TRAIT DO YOU ADMIRE IN OTHERS & WHY:

Openess & honesty. Tell it how it is - No spin.

FAVOURITE/DREAM HOLIDAY DESTINATION:

The Maldives.

WHICH FIVE PEOPLE WOULD YOU INVITE TO DINNER & WHY:

1) **Cameron Diaz** - Very attractive and would be a good laugh at the table.

2) **John Howard (JH)** - Unattractive and would be a good laugh at the table.

3) **My Best Mate** - as he likes Cameron Diaz as well. Also a good laugh.

4) **John Laws (JL)**- JH and JL at the same table would prove to be interesting entertainment.

5) **Jamie Oliver** - He can cook and we can blame him if the meal is bad!

BEST PART ABOUT WHERE YOU LIVE:

Close to work - don't like traffic jams.

Industry News

THE SUN GOES DOWN ON THE 2005 NIBA ROADSHOW

Pacific was again the proud sponsor of the annual NIBA Sundowner Roadshows. The roadshows which were inaugurated last year, were extended to thirteen cities for the 2005 series. Noel Pettersen (NIBA CEO) and Stephen Ball (NIBA President) covered the length and breadth of Australia speaking about current issues facing the industry, going as far north as Darwin and Cairns, South to Hobart and Launceston and West to Perth. The sessions were followed by a few drinks, giving members a chance to chat with Stephen and Noel. Congratulations to the NIBA team on yet another informative roadshow series



From left 1) Stephen Ball speaking at the Sydney Roadshow 2) Ray Zammit (Pacific) and Stephen Ball after the presentation

Social News

KYM REVISITS AUSTRALIA'S PAST

In April, Kym Young (NSW Marketing Manager) commenced annual leave. That in itself was not significant but the adventure and journey she elected to take was. Kym and her friend Michaelle re-lived a great outback tradition by joining a cattle muster. They participated in a 500km plus journey on horseback along the original mail & stock route North of Birdsville, Qld to the railhead in Maree, SA.

Michaelle and Kym are both keen pilots and flew their own plane up to Birdsville. Naturally, as good Australians, after arriving they quickly unpacked and walked straight to the Birdsville Pub for a few beers and chat with some local characters.

This was a festive beginning but the 4.30am start the next day sorted them out and after a few minor incidents with horses and riders, they started driving the cattle gently Southward. Their adventure had really begun.

Over the next few days and nights they met many people. Local children came to the campsite to read stories and poems they had written of their families and elders. The local policeman called by, roving reverends blessed the herd, they met a number of hospitable station owners, local and overseas film crews, drovers and heroes alike but were totally struck by the beauty and harshness of the county.

Having covered huge sand dunes and endless desert plains Kym has memories to last a lifetime. Amazingly, she wants to go back again in a few years.



From Left 1) Kym & Michaelle land in Birdsville in High spirits, 2) The cattle drive in action

NEW SOUTH WALES

SYDNEY

LEVEL 12, 35 PITT STREET
SYDNEY NSW 2000
TEL: (02) 9253 3000
FAX: (02) 9253 3001

REGIONAL NSW

PO BOX 308
WALLSEND NSW 2287
TEL: (02) 4949 9000
FAX: (02) 4949 9001

AUST. CAPITAL TERRITORY

CANBERRA

22 KULGERA STREET
HAWKER ACT 2614
TEL: 0414914000
FAX: (02) 6255 3124

VICTORIA

MELBOURNE

LEVEL 2, 181 FITZROY ST
ST KILDA VIC 3182
TEL: (03) 9536 7400
FAX: (03) 9536 7477

NORTHERN VICTORIA

PO BOX 641
ECHUCA VIC 3564
TEL: 0427 370 427
FAX: (03) 5480 9733

QUEENSLAND

BRISBANE

LEVEL 11, 144 EDWARD ST
BRISBANE QLD 4000
TEL: (07) 3854 3900
FAX: (07) 3854 3901

SUNSHINE COAST

PO BOX 8037
MAROOCHYDORE QLD 4558
TEL: 0407 751 688
FAX: (07) 5479 3233

TOWNSVILLE

PO BOX 151
THURINGOWA QLD 4817
TEL: 0419 793 066
FAX: (07) 4723 5971

CAIRNS

PO BOX 126
TRINITY BEACH QLD 4879
TEL: 0407 577 053
FAX: (07) 4057 6322

SOUTH AUSTRALIA

ADELAIDE

3A, 62 GLEN OSMOND RD
PARKSIDE SA 5063
TEL: (08) 8273 5700
FAX: (08) 8273 5701

WESTERN AUSTRALIA

PERTH

SUITE 3, 29 ORD ST
WEST PERTH WA 6005
TEL: (08) 9321 7101
FAX: (08) 9321 1206

Staff Recognition & News

Congratulations to the following team members who have received awards recently;

Dian Nguyen (NSW Marketing Manager)

Dian received the "2004 High Flyer Award". Dian was chosen for the high level of professional conduct she demonstrates in managing her portfolio and her encouragement of branch support staff.

Allison Nix (Regional NSW Branch Manager)

At the recent CEO awards, Allison received an award for being an 'Inclusive Leader'. This was given to Allison for her impressive work in building a strong and committed team in Regional NSW, since the branch opened in 2001.

Fundraising Efforts

The NSW branch was a sponsor at the St Vincent de Paul Society "Youth Reach" golf day, held at Manly Golf Club on 6 May. Pacific also contributed to the fund raising efforts by purchasing items valued at \$3,000 during the auctions. Unfortunately the golf was washed out after about 8 holes due to a "freak" storm. Although, this did give the team more time to mingle with other participants.

Our Victorian team recently participated in Australia's Biggest Morning Tea on Thursday 26 May raising much needed funds for the Cancer Council. Several staff generously donated cakes and other goodies for the morning tea, which raised over \$400. Pacific donated a prize which was won by our IT Manager, Malcolm MacDonald who just scraped in having bought the second last ticket in the draw.

Did You Know? Pacific Has Workers Compensation Funding Expertise

Pacific Premium Funding can fund all types of business insurance including Workers Compensation policies.

Our workers compensation funding facility allows clients in all states to fund annual premiums, instalments and adjustments.

Intermediaries can offer our Workers Compensation Funding as an additional service to their clients, which can be included as a part of other general insurance funding or as a separate loan.

There has been much media discussion recently about the different way each scheme operates. Pacific Premium Funding has experienced staff on the ground in each state who understand the specifics of the different schemes. Using their scheme knowledge they can structure funding repayments to obtain the best interest rate for clients. Contact your Pacific Representative for more details.

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