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The Pacific Way

Welcome to the seventh 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.

Pacific is pleased to announce the following appointments:

Gayle Salvador	NSW	Reception
Melissa Yap	VIC	Collections Officer
David Catley	VIC	National Collections Manager

Company News

'MULTIPLE SETTLEMENTS AND ENHANCED REPORTING' LAUNCHED

Pacific has launched an online **Multiple Settlement** facility via Edge. Intermediaries can now select a specific settlement date and up to six different settlement options.

The facility allows intermediaries to streamline their processes by setting up their funding settlements to coincide with accounting cycles within their own operation.

This feature can also be used to meet the specific settlement requirements of individual policies and contracts such as NSW Workers Compensation which can have multiple premium due dates in one year.

Pacific has also enhanced the **Performance Summary** reporting tools in Edge, to allow intermediaries to search business written with Pacific by individual Account Managers. With the click of a button, intermediaries can easily filter information and obtain funding reports for individual staff members.

All Pacific intermediaries can access these new features in Edge. Speak to your Pacific representative today for more details on how these features can assist with your funding requirements.

Conference News

The Pacific team attended the annual NIBA Conference in October, on Queensland's Gold Coast, and held a number of events.

LUNCHEON AT "THE VILLA"

On Monday 17 October, guests were treated to an afternoon of fun and entertainment as they experienced the "lifestyles of the rich and the famous" at "The Villa".

STAFF PROFILE



NAME: Brad Dixon

POSITION: Marketing Manager WA

FIRST JOB: Mail Room, National Insurance Co. of NZ

BEST PART ABOUT YOUR JOB:

People, we have a great crew at Pacific. I have also had met some fantastic people from the insurance industry from around Aust. through Funding.

FAVOURITE/DREAM HOLIDAY

DESTINATION: Anywhere there is water, particularly sports fishing at Exmouth or Dampier Archipelago in nth. west of WA.

WHICH FIVE PEOPLE WOULD YOU INVITE TO DINNER & WHY:

- 1) **Edward 'Weary' Dunlop** – A great Australian whose skill & compassion overcame severe adversity
- 2) **Dr Fiona Wood**– Amazing woman/surgeon and fellow WA resident.
- 3) **Van Morrison** – That's the music taken care of.
- 4) **Billy Connolly**– No story ever repeated.
- 5) **Rick Stein** – Passionate seafood chef extraordinaire.

WHAT THING(S) COULDN'T YOU LIVE WITHOUT & WHY?:

Apart from my family....My favourite beachside café and GOOD coffee!!

WHAT DO YOU ENJOY DOING

IN YOUR SPARE TIME? My Confession..I am a Fishaholic, from Fishing to Crayfishing to Crabbing to Prawning..LOVE IT!

BEST PART ABOUT WHERE YOU

LIVE: Perth...The most isolated city in the world, but one of the best lifestyles...Sun,Surf & Sand.

The Villa is a manor estate nestled in the banks of the Nerang River that comes complete with its own private 9 hole golf course, grand foyer with a stunning water feature and a sweeping staircase of which even Scarlett O'Hara would be proud.

After a gourmet luncheon everyone made the most of the Villa's exceptional facilities as guests practised their golf swings on the rooftop tee, enjoyed a game in the stately billiards room, strolled the grounds, took in the impressive view from the balcony or just sat back and wondered how they too could achieve this lifestyle.



THRIVIN & JIVIN" IN THE HOSPITALITY SUITE

The suite opened on Saturday night with a visit from Edina and Patsy, the champagne swilling ladies from AB Fab. The Karaoke machine was also started up and proved a popular choice.

On Sunday night the Karaoke was again a hit, whilst Daryl Murphy's Jazz Duo had the crowd up and dancing in the suite's piano room.

Tuesday was the final night and the Karaoke machine now had people queuing for a chance to impress the crowd. Even Pacific Managing Director, Grant Burley had a turn, when together with wife Kym, he took on Shania Twain with his rendition of "Man I Feel Like a Woman". The room was then overtaken by ten ladies belting out the female torch song "I'm Outta Love" by Anastacia. There were a few nervous men in the room at that point.

But all things must come to an end and the hospitality suite closed at 3:30am on Wednesday morning.



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

Recognition & Awards

At the recent CEO awards, Yung Ngo, State Manager – Victoria and Tasmania, received the “Inclusive Leadership” award. Yung was commended for his outstanding work with the Victorian Marketing branch since taking on the State Managers role in late 2004.

Volunteer News

CHRIS BAWN LEADS A ‘QUALITY CAMP’

In late September 2005, Chris Bawn, State Manager NSW/ACT, led a camp at Lake Macquarie, NSW for the children’s charity, Camp Quality.

One hundred children aged between 8 and 13 attended the camp, which aims to bring laughter into the lives of children living with cancer. During a week of fun and excitement the children learnt how to abseil, climb high ropes courses and canoe on the lake.

Other events for the week included a celebrity cricket match and a short film class with a Channel 7 crew. The crew assisted the children with making their own short films based on scenes from popular children’s movies.

This was Chris’s 18th year with Camp Quality and his 7th year leading the camp.

Since returning from the camp, Chris has been a busy volunteer, traveling to Bega for the 22nd Camp Quality 2EC Radiothon. The weekend involved a live auction on a radio station. Businesses in the 400km listening area donated a wide variety of items ranging from oysters to holiday accommodation and poddy calves to toolkits.

This year the auction raised in excess of \$45,000 for Camp Quality with the funds being used for the Hospital Play room at the Randwick Childrens Hospital.



Above: Some of the Camp Quality attendees take a break from the activities at Lake Macquarie to smile for the camera. Above Right: Chris Bawn on the air at the radiothon.

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