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The Pacific Way

Welcome to the sixth 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:

Janette Taylor	QLD	Senior Marketing Coordinator
Megan Brunson	NSW	Executive Assistant
Narelle Sinfield	VIC	Collections Officer
Michael Isaacs	VIC	Collections Officer
Sonny Kumar	VIC	Collections Officer

Company News

PACIFIC AWARDED 'PREMIUM FUNDER OF THE YEAR'

We proudly received the inaugural 'Premium Funder of the Year' award at the 2005 Australia and New Zealand Insurance Industry Awards Gala, in Sydney on 25 July.

Hosted by the Asia Insurance Review and the Australian and New Zealand Institute of Insurance, the awards were attended by more than 600 industry representatives from around the globe.

The judging panel of insurance industry experts was impressed by Pacific's rapid growth and intense customer focus. Pacific also scored well with its in-depth understanding of the competitive premium funding market and its innovative technology solutions that have revolutionised the industry during its short history.

In his acceptance speech Grant Burley, Pacific's Managing Director said, "Everyone within Pacific is to be congratulated for their efforts. This award is recognition from the industry of the work that has been done to make Pacific a market leader."

In his speech Grant also thanked the insurance intermediary market for its support of Pacific.

The award caps off an extraordinary year for us which began with the challenging task of integrating the Pacific and GE Commercial Finance insurance



STAFF PROFILE



NAME: Quenten Watkins

POSITION: State Manager SA

FIRST JOB: Underwriting Clerk – Norwich Winterthur Insurance

BEST PART ABOUT YOUR JOB: Working with people who I've had a long association with, who are now friends and who I have the utmost respect for.

FAVOURITE/DREAM HOLIDAY DESTINATION: Koh Samui (Thailand) or Santorini (Greek Islands). Having visited Koh Samui six times I absolutely love this place.

WHICH FIVE PEOPLE WOULD YOU INVITE TO DINNER & WHY:

- 1) **Jamie Oliver** – So he can cook the most fantastic dishes for us to eat.
- 2) **Robbie Williams**– He can share a joke with us and sing to us after we have eaten.
- 3) **Gwen Stefani** – because she is so attractive.
- 4) **Ray Camilleri**– my friend, because he wouldn't believe me if I said all these people were at my house.
- 5) **Kosta Tzyu** – a hero to me and legend in a sport I admire!

ONE THING YOU COULDN'T LIVE WITHOUT & WHY?: My Staffordshire Bull Terrier – Kobe. Ever consider what they think of us? We come back from the store with the most amazing haul – chicken, pork, half a cow... They must think we're the greatest hunters!

BEST PART ABOUT WHERE YOU LIVE: Glenelg, SA – Adelaide's number 1 beachside suburb. A great beach to walk the dog on.

premium funding businesses in just five short weeks. The first birthday of the joint venture was officially celebrated on August 2.

We are excited by our award win but now have our sights set firmly on the future and strengthening our position in a sector where insurance premiums are reducing across many lines, contributing to a market that is arguably more competitive than ever before.



Above -Grant Burley accepting the award, **Right** - Pacific staff celebrate the win - Dian Nguyen, Grant and Catherine King.

Product/Technology News

Pacific has been busy since our award win with the release of two new developments.

Pacific Launches Online Renewal Facility

Pacific has launched an online renewal facility that will make the funding process faster and even easier for intermediaries.

The automated renewal system means you can now instantly produce renewal funding documents for those clients who have previously funded with Pacific.

This new developments is available to intermediaries via Pacific's online portfolio management system – Pacific Edge.

WinBEAT Phase 2....All Systems Go!

In another industry first, Pacific has also launched a WinBEAT Phase 2 Interface with Pacific Edge.

The interface can now automatically update funding status information from Pacific Edge against client invoice/policy records within WinBEAT*.

This new feature will allow intermediaries to quickly identify within their own WinBEAT system the status of a client's premium funding. They can see whether funding has been quoted, approved, is pending approval or is even a finalised loan with Pacific.

Speak to your Pacific representative today for more details on how these new developments can help you with your funding requirements.

Social News

REMINISCING AT THE 15th ANNUAL NIBA NSW BALL

Pacific's NSW team attended the 15th Annual NSW NIBA Ball held at the Darling Harbour Grand Ballroom on 30 July, 2005.

Chris Bawn, Allison Nix, Dian Nguyen, Kristy Weet and Cristina Sirbu all took the

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FAX: (02) 9253 3001

REGIONAL NSW
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WALLSEND NSW 2287
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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

opportunity to catch up with our supporting intermediaries and enjoy the entertainment provided by Glenn Shorrock & The Reminiscing Band. An excellent time was had by all.



Above Left - Peter & Kylie from Protectors Insurance Brokers. **Middle** - Pacific Team : Dian Nguyen, Chris Bawn, Allison Nix, Kristy Weet & Cristina Sirbu. **Above Right** - Ian & Sarah from Ian Jones Insurance Brokers.

Volunteer News

ST KILDA PRIMARY SCHOOL PLAYGROUND PROJECT

Staff in Pacific's Melbourne office recently volunteered to assist the St Kilda Primary School with a playground upgrade.

The project arranged through the ARDOCH Youth Foundation involved the erection of a toy shopfront and the painting of playground equipment.

Work commenced at 9am on a very cold, windy and slightly wet Saturday 23 July 2005. Nine Pacific volunteers together with representatives from the school and Ardoch gathered at the St Kilda Primary School to start work on the project. Despite the weather, everyone was enthusiastic which helped the work to progress quickly.

For all involved this was a very rewarding and enjoyable day.



Volunteers from Pacific were left to right: Emily Peterson and her son Xavier, Lance Bowen, Brooke Groves (ARDOCH) Alison Ho and her housemate Dave, Heather Rowsell, Connie Peidis, Jason Freer and Graeme Skinner.

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