

## Challenging Times

For many of us 2011 has provided many challenges, particularly to Christchurch people.

The loss of life and property, along with many folk being displaced, are just some of the issues. Together with the stress of dealing with earthquake and insurance authorities - many will want to see an end to 2011.

On the investment front the focus has very much been on the crisis in debt-laden Europe along with the budget issues in the US. Never a day has passed without these topics, particularly news from Europe, dominating the news media.

Investment markets have remained volatile with wide swings in market indicators evident.

Locally our equity market has been stable but a lack of new issues has prevailed.

Interest rates remain low, with the Official Cash Rate remaining at 2.50%.

The Australian stock market has remained under pressure despite a raft of good company results.

In summary, '5 minute economists' contribute to the lack of long term planning and do little to enhance good savings habits in New Zealand.

The political debate over the future of KiwiSaver is another example.



## Personal Message from Paul Murphy

It would be fair to state that 2011 has not been a vintage year, however the support of family, friends and clients has given us a great deal of strength toward the challenges we are facing.

The team at Sentry Financial has provided wonderful assistance despite working under trying conditions.

I wish to convey to our clients on behalf of the Murphys our sincere gratitude at the messages of support from clients over recent weeks. I am pleased to report good progress is taking place with Mary Jo's positive outlook to the fore. We have been very impressed by the medical support in our city.

Some changes will take place in 2012. As part of my succession plan for Sentry Financial I have asked Ian, supported by Pat, to carry out more of the face to face contact with clients as I gradually reduce my role in the company.

I seek your patience and continued support as we move to organise our new office and structure in early 2012.



### Christmas / New Year Holidays

Sentry Financial will be closed over the Christmas / New Year period from 12.00pm Friday 23<sup>rd</sup> December, and reopening at 8.30am on Monday 9<sup>th</sup> January.

Paul Murphy will be away from 23<sup>rd</sup> December to 23<sup>rd</sup> January.

Ian Walden will be away from 23<sup>rd</sup> December to 16<sup>th</sup> January.



# Family Trusts



From 1<sup>st</sup> October 2011 gift duty has been abolished, which previously applied to all gifts up to \$27,000.

As we have advised in our annual review communications, it is now more important than ever that loans and gifts are well documented to properly record transactions and that safe and careful trust administration procedures are followed.

Abolition of gift duty means a re-think of the role of a trust, how a trust is used, and what implications there may be for you, your family, and also your trust.

We believe this is a good opportunity to review your family trust matters with your legal representative.

## News in Brief

Kate Smith, who has worked for us impressively for eight years, is leaving at the end of the year to move to Australia. We are sure that clients will join us in wishing her well in exciting Brisbane. She is replaced by Katrina Bailey who joins us after being a team leader in a contact centre. In her spare time, Katrina enjoys photography, cross stitch, motor vehicles/motor sport, and roller derby. Katrina is currently our resident bridezilla as she organises her fast approaching wedding in January.

## New Premises

On 13<sup>th</sup> December we are delighted to be moving to our new premises in the 'Fordbaker' building at 48 Fitzgerald Ave. Contact numbers will remain the same.



Two client car parks are available right outside the front door, currently labelled "Cosgrove Survival Specialists".

## Snippets

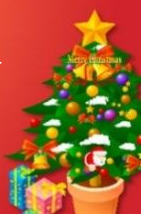
### Medical Insurance

It was noted in a recent news media article that 24,500 medical insurances have lapsed or been cancelled in the past year. 1.36 million people had private health cover as at 30<sup>th</sup> September.

### KiwiSaver

KiwiSaver, often the subject of considerable political comment, has increased by \$3.375 billion in the year to 31<sup>st</sup> March 2011. Now totals \$9.145 billion.

The team at Sentry Financial will be enjoying the festive season with family and friends, and we take this opportunity to wish all our clients a very Merry Christmas and a happy New Year.



**Disclaimer:** This newsletter is for information purposes only. Its content is intended to be of a general nature, does not take into account your financial situation, goals or risk tolerance and is not a personalised financial adviser service under the Financial Advisers Act 2008. It is recommended you seek advice from a financial adviser which takes into account your individual circumstances before you acquire a financial product. If you wish to consult one of Sentry Financial Services' financial advisers, please contact us on 03 379 2285 or 0800 224 484. Our Adviser's Disclosure Statements are available on request and free of charge.

## Sentry Financial Services Ltd

Level 2, 48 Fitzgerald Avenue, Christchurch  
P.O. Box 25-310, Christchurch 8144  
Email: [enquiries@sentryfinancial.co.nz](mailto:enquiries@sentryfinancial.co.nz)  
Web: [www.sentryfinancial.co.nz](http://www.sentryfinancial.co.nz)

Tel: 03 379 2285  
Fax: 03 379 2286  
Toll free: 0800 22 44 84