



FINPRO

PERSONAL FINANCE
SPECIALISTS



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COMPANY STRUCTURE

FinPro's registered financial advisor, Louis Nel, boasts in-depth experience in financial planning and product development starting from 1984 when he took up the position of representative at Sanlam.

In 1997, when he was only 27 years old, he was appointed as a Sanlam branch manager. While at Sanlam he also obtained his senior financial advisor status. Currently he is busy with his post graduate Certified Financial Planner (CFP). He also holds a National Diploma in Agricultural Management. He is active in agriculture and other business sectors that broaden his experience and allow him to provide comprehensive advice.

Louis has been an independent financial advisor since 1990 and a specialist in the area of estate planning. When it comes to personal financial solutions he focuses on business plans that met his clients' needs.

WE PROVIDE

LIFE COVER

What is the core focus of Life Cover? None of us know how long our life journey will be or what the future holds for us. However, with adequate Life Cover you can have the peace of mind that not only have you provided for yourself, but also for the people you love.

When you have Life Cover, you can then also make provision for the following on the death of the insured life:

- *Funding for Education*
- *Debt amortisation*
- *Dependents' needs*
- *Amortisation of business debt and taxes*
- *The buying out of partners*
- *Key Person Insurance*
- *According to Momentum, heart attacks are responsible for 33% of all death claims.*

FINPRO Brokers and Financial Services has contracts with insurance companies, including Sanlam, Momentum, Old Mutual, Altrisk, Discovery and Brightrock, in order to provide you, the client, with the best benefits.

WE PROVIDE

DISABILITY COVER

For permanent or temporary disability.

The most valuable asset during your working career is your ability to provide an income.

- *Therefore it has to be protected. Your income allows you to maintain your lifestyle, your motor vehicle and savings, provide for the educational needs of your children, for retirement, and gives you access to medical treatment.*
- *An unexpected illness or accident can stop you from working, and depending on your profession, can leave your family and yourself with little or no income.*
- *There can also be additional costs if the illness or an accident that is not fully covered by your medical aid, such as special treatment and rehabilitation, which is often not covered by medical aids. Will your emergency savings be able to carry these unforeseen costs?*

Will your dependents be able to maintain their lifestyle, in the event of you passing away?

Disability Cover can also assist in keeping your retirement planning on course by replacing your income in full, while you are physically unable to work. In this way your savings remain intact and you can even still add to it.

TRAUMA & DREADED DISEASES COVER

Have you ever wonder how a dreaded disease such as cancer, a stroke or heart attack, can influence your life, especially your financial circumstances. How you can make provision for this? Let's look at the reasons why you should be insuring yourself against this risk.

- *By the way, do not confuse Dreaded Diseases Cover with cover from your Medical Aid. Your Medical Aid is there to pay for your medical expenses, within certain predetermined limits.*
- *A policy for Dreaded Diseases makes cash available for additional medical expenses that are not covered by your Medical Aid, such as oncology in the case of cancer.*
- *According to American statistics, trauma is responsible for 50% of all bankrupts.*
- *The four biggest dreaded diseases are cancer, heart attacks, strokes and coronary artery disease. A leading insurer's pay-outs for dreaded diseases is: cancer 57%, heart attack 19%, coronary artery disease 8% and a stroke 5%. It represents 89% of all claims for dreaded diseases.*



INCOME PROTECTOR

WHY SHOULD I TAKE OUT INCOME PROTECTION?

Ask yourself if you would be able to carry yourself for at least six months in the event of you being unable to work due to an accident or illness. If the answer is no, then you need to make provision for this through income protection, as the bank will not lend you money if you are not working.

Do not confuse Income Protection with Disability Cover; Income Protection gives you a monthly income while you temporarily cannot work, while Disability Cover is a once off amount that you receive when you can no longer work.

Companies can be declared bankrupt at any time and there is not always the guarantee of a retrenchment package. It can take anything from a month to two years or even longer to find new employment. Who will look after your day-to-day needs? How do you prevent your retirement savings being threatened?

MEDICAL AIDS, INSURANCE & INVESTMENTS

MEDICAL AIDS

Even if you are saving for an emergency, medical expenses will deplete your savings sooner than you anticipate.

Without a Medical Aid you could also face poor medical attention and treatment. In general the South Africa's provincial hospitals managed by government are overcrowded while experiencing a shortage of personal.

Medical conditions that require medical care or hospitalisation often occur unexpectedly. You want to avoid ending up with a large medical bill that you are unable to pay. Medical Aids pay for your expensive hospital expenses and/or medical services outside of the hospital.

ASSET INSURANCE / SHORT TERM INSURANCE

Short term insurance offers protection for your valuable possessions and assets. Our expert advice and cost effective products are the perfect fit for you in case of an unexpected loss or damage to your possessions.

As a wealthy individual, you lead a certain type of lifestyle and have built up a number of quality assets. Asset protection insurance provides a comprehensive solution with the aim of protecting your household and commercial assets.

INVESTMENTS

We take the time to get to know you so that we know exactly what your investment needs are.

We focus on creating and protecting wealth as well as income generation.

Our experts invest in a combination of asset securities, namely: securities, property, low risk alternative funds, protected shares and structured products that provide capital protection. The asset securities complement each other to protect your investment over the long term and ensure it grows and is not eaten up by inflation, taxes and fees.

BY USING FINPRO'S BROKERS AND FINANCIAL SERVICES, YOU HAVE ACCESS TO: FIDUCIARY & TAX SERVICES

- a) Shares and portfolio management - overseas investments
- b) Prosperity management services
- c) Fiduciary & tax services

• *Sophisticated high net value investors' fiduciary and tax needs can be complicated so it is imperative to be aware of the changes in the legislative environment.*

• *Our fiduciary and tax specialists partners are world class and provide our clients with expert advice in all matters pertaining to trusts, estate planning and structuring as well as the setting up of wills and executorships.*

SPB Fiduciary and Tax Services provide integrated advice on local and international tax and fiduciary matters – a unique offering in South Africa.

THE BUSINESS WORLD

BUSINESS INTERRUPTION COVER

What will happen to your business if the person that stands surety for the business dies or cannot work anymore?

SOLUTION – Business Interruption Cover allows a business to take out coverage for the life of that person to provide for the necessary financing to pay the debt back.

BUYING AND SELLING COVER

What will happen to the co-owner's shares in your business if he /she cannot work, or even worse, dies?

SOLUTION – Buying and Selling Cover allows co-owners, partners or members of closed companies to provide cover on each other's lives so they can buy the shares of a co-owner who has passed away or is medically unfit to work. We structure this so that all tax and insurance regulations and laws are satisfied.

KEY PERSON INSURANCE

What will happen to your business if a key person dies or becomes disabled and is no longer able to work?

SOLUTION – Key Person Insurance protects a business against financial loss when a valuable employee dies or cannot work anymore because of a disability or serious illness. This insurance provides the financing necessary to ensure the business continues until a suitable replacement can be found.

OPERATIONAL COSTS REPLACEMENT INSURANCE

What will happen to your business if due to a disability you cannot work – even if it is only for a short period of time?

SOLUTION – Operational Costs Replacement Insurance will, for a limited period, provide monthly payments in the event that the insured cannot work because of illness or disability.

ESTATE PLANNING

The main objective of Estate Planning is to ensure that as much as possible of your accumulated wealth is utilised to your advantage as well as to ensure that your dependents benefit optimally through your death.

Estate Planning is defined as the process whereby a programme is created and managed to maintain your assets during your lifetime, to increase and to protect them and to ensure the most effective and advantageous sharing of that takes place with the next generation.

Each person's estate is unique and therefore the structure must be set up according to his/her unique needs and goals.

The shortage of liquidity following the death of a loved one can place severe pressure on the family members as it can mean that the executor will have to sell assets to generate cash. Liquidity means that there must be enough cash available to:

- *Pay for estate tax, estate expenses and administrative costs;*
- *Provide for tax obligations that may come about following death, such as Capital Gains Tax.*

Finpro does all calculations and provides meaningful suggestions.



RETIREMENT PLANNING

TO THINK ABOUT RETIREMENT PLANNING WHEN YOU ARE AT THE AGE OF RETIREMENT, IS TOO LATE.

THE IMPORTANCE OF RETIREMENT PLANNING.

The support structures in South Africa have changed over the last decade, with retirement homes with frail care becoming increasingly expensive and scarce. Therefore it has become important for all South Africans to be independent for as long as possible.

People are living for longer than ever before - your retirement years could be as long as your working years! A good standard of living is ensured when planning for financial independence is done early enough, good health is maintained and you work towards emotional and spiritual welfare. About 30% of people will be financially dependent on their family, with only six per cent financially independent.

The above makes you realise that you cannot wait any longer. You have to work on your retirement planning now.

HOW DOES YOUR INCOME LOOK AFTER RETIREMENT?

TESTAMENTS

If you die without a Testament:

- *Your estate will take longer than necessary to wind up;*
- *Your possessions will be open to excessive estate tax;*
- *Your assets will be divided up differently to what you had in mind;*
- *Your loved ones will be subject to unnecessary uncertainty and worry.*

In the interest of your own peace of mind and the people you care about, it is advisable that you set up a Testament as quickly as possible.

WHAT YOU NEED TO KNOW ABOUT TESTAMENTS?

Your Testament is a specialised document. Knowledge and experience is necessary to set it up.

The assets you have worked your whole life, your wife, children and other heirs as well as your executor, trustee or guardian are all involved in this one document.

Every person aged 16 and older can set up a Testament as long as he/she is mentally competent to understand the outcome of his/her action.

If you pass away without a (valid) Testament your assets will be divided up according to legislation (the Intestate Succession Act), which means that people you perhaps did not want to inherit from you, could.

Get piece of mind, set up your Testament professionally and have it revised regularly by FINPRO Brokers and Financial Services.

BUSINESS PARTNERS

ALLEGIANCE

www.allegiance.co.za

Allegiance Consulting is a company of legal and business analysts specialising in the field of financial planning that has been operating in the South African market since 1999. The focus of the company has been on the intellectual property. With experts in estate-, retirement-, and business planning, we service mainly the affluent and Small Medium Enterprises (SME) markets. We do this by supporting financial intermediaries that operate in the affluent and business markets.

DISCOVERY

www.discovery.co.za

By being innovative and cutting edge, Discovery has developed products and services that help clients to improve their health and welfare, protect their financial future and improve the quality of their lives. This client-centric approach is the golden thread that runs through all the products and services of this company.

FEDHEALTH

www.fedhealth.co.za

REAL means more than just rands and cents talk, it means that we're truly financially sound and proud to be ranked among the top three medical aid schemes in the country. A consistently high Global Credit Rating of AA- and reserves well over the required 25%, makes us as stable as what we are serious about health. And with over 75 years of heritage, not only are we one of the oldest schemes - we're also here to stay. With our comprehensive range of options and host of unique benefits, where we pay more from Risk than other schemes, we remove the financial strain of life's unpredictability so that you and your employees are the ones who really save.

MOMENTUM

www.momentum.co.za

Momentum's broad range of advice, insurance, investments and health offerings give you the

best possible financial solution, because good financial wellness enables you to achieve your purpose in life.

SANLAM

www.sanlam.co.za

Sanlam offers financial solutions for individuals and institutional clients. These solutions include individual, group and short term insurance, personal financial services such as estate planning trusts, home and personal loans, savings and linked products, investments, asset management, share brokerage, risk management and capital market activities. Solutions are focused on various market segments and are delivered through a number of dependent business entities in the group.

MEDIHELP

www.medihelp.co.za

Medihelp is one of the biggest open medical aid schemes in South Africa. It provides quality, affordable medical aid cover to more than 220 000 South Africans. The healthcare industry is a challenging one in which to work. As a medical aid scheme, Medihelp needs to strike a delicate balance between making healthcare more accessible and managing rising healthcare costs, while complying with the relevant legislation

OLD MUTUAL

www.oldmutual.co.za

Old Mutual is an international long term savings, protection and investment group. The company offers life insurance, asset management, bank and general insurance in Africa, Europe, America and Asia. It has more than 14 million clients and about 55 000 employees.

CADIZ ASSET MANAGEMENT

www.cadiz.co.za

Cadiz Enterprise Development provides corporates with a complete turnkey solution to your Enterprise Development requirements. More importantly, it changes an annual expense

in to a once-off investment. Ask FINPRO Brokers and Financial Services how.

ALTRISK

www.altrisk.co.za

Altrisk is a specialist in the area of longer term risk products that range from death and disability benefits to dreaded illness – cancer – income replacements and resignation benefits. The company views the world differently to its competitors. Its ability to think differently makes it unique. Altrisk is known for its distinctive innovative approach to life insurance. The company boasts a number of breakthroughs in the traditional conservative life insurance industry. It is a pioneer in:

- *providing continued cover for serious medical conditions for persons who traditionally could not get this cover elsewhere;*
- *removing irrelevant and general exclusions;*
- *including early cancer cover;*
- *providing life cover to people with HIV/AIDS;*
- *providing continued cover to persons that work in high risk countries.*

GLACIER

www.fundsdata.co.za/OIS/companies/Glacier

Glacier represents the Sanlam Group in the affluent market. It caters for the full spectrum of wealth management needs, from local and international investing and stockbroking and pre- and post-retirement solutions, to insurance and fiduciary services.

Glacier Short term insurance is not tied contractually to one insurer and therefore the advice given by the company is independent. Through Glacier Short term insurance you get the benefit of its strong relationship with the various insurers as their solutions can be put together and preferential rates can be negotiated.









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