

A note from Terri

Losses often occur when you least expect. Whether it is a claim for loss of rental income due to changes in your tenant's financial circumstances, damage to your property caused by your tenant or even your tenant or a member of the tenant's family may injure themselves on your property and you may be found liable.

These are exposures that could result in substantial losses for you.

Don't be alarmed! These risks can be covered with a quality landlord insurance product.

Many Landlords are disappointed with the performance of policies bought from banks or direct insurers. Terri Scheer Insurance Brokers is the only company in Australia specialising solely in policies specifically tailored for landlords. Our comprehensive policy provides you with peace of mind in knowing that you have protection when you need it.

We invite you to contact one of our friendly team to discuss how the Terri Scheer difference can better protect you.

Terri



INTRODUCING: A new and unique addition to the Terri Scheer Landlord Preferred Policy

Tax Audit Insurance



Landlords should be a little nervous opening their mail in the next few months - particularly if it has the tax office emblem on the envelope - because a major crackdown on property related tax deductions is underway and for the first time the tax office has new powerful data matching capabilities to identify problem areas.

The tax office has announced that one of its key audit activities in the year ahead will be tax deductions relating to rental income and property investment. No surprise there because of a dramatic surge in negative gearing tax deductions. The ATO says rental deductions in 2003-4 financial year jumped 19.5 per cent to \$17.8 billion.

You can understand why it has got the tax office's attention - property investors only declared total rental income of \$15.2 billion. The losses claimed by investors effectively doubled in the last financial year.

Source: "Tax Office Finding Its Property Voice" Smart Investing, by Robin Bowerman 12 August 2005

This is where the most recent addition to the Terri Scheer Landlord Preferred Policy can help. We've added a unique benefit to our policy, called Tax Audit Insurance and what's more, it's at no additional cost to Landlords.

Tax Audit Insurance provides cover for landlords in the event of an investigation or audit of their financial or taxation affairs relating to the investment property covered by the Landlord Preferred Policy. The audit must be initiated and undertaken by an authorised Commonwealth, State or Territory government, government authority or agency in relation to, and, following the lodgement of a tax return.

The cover provides for the cost of the professional fees (generally accountant's fees) incurred by the Landlord in connection with responding to or defending the audit.

Tax Audit Insurance does not provide cover for the Landlord to have their tax return prepared and lodged by their accountant, it is only to respond to an audit undertaken following lodgment of the tax return.

For further information regarding this exclusive benefit, please contact your local Terri Scheer office.

For full details of the Tax Audit Insurance, please refer to the Terri Scheer Landlord Preferred Policy Product Disclosure Statement and Policy wording dated March 2006.

Arranging Insurance is as easy as the touch of a button

On the 1st of December, Terri Scheer Insurance Brokers launched our new interactive website. Along with giving you all the information you need to know about our products and the legal documents that we are required to provide to you before purchasing any insurance product, it also provides the benefit of a stress free, convenient way to purchase and pay for our landlord insurance products. The new system allows you to enter some simple information into the system and we provide you with an instant quote or you can actually arrange the insurance policy so you can be covered from that very same day. Our premium calculator also means that you can pay by credit card immediately to fully complete the process at a time that suits you. It really is THAT simple, try it today!

www.terrisheer.com.au



This could happen to you!

Good tenant? Great tenant? At Terri Scheer, we constantly hear landlord's saying they have great tenants and for this reason they don't need landlord protection insurance.

Guess what? Great tenants can turn.....BAD!

Can you afford to pay for damage sustained to your property if your great tenant turns bad? Malicious Damage is becoming more and more prevalent with investment properties. For example, tenants deciding to do renovations on your property with a golf club!

Do you realize how much damage a golf club can cause?

Imagine walking into your property and discovering that walls have almost been demolished, most windows in your property smashed, tiles smashed & carpets buried beneath the debris of all other damaged items. Or what if your tenants decided to repaint your house with the colours they choose and it's a colourful mural or even painting the carpets instead of the walls!

We have seen it all and it could happen to YOU. Insure your property today and safeguard yourself and one of your biggest investments.

New Glass Replacement Standard has implications for Agents and Landlords

The importance of maintaining your Landlords properties to current building standards has been highlighted with the recent upgrade of the Australian Glass Replacement Standard AS1288 (2006).
Source: Clarksons Glass

A reminder to all Landlords and their Agents is that failure to comply with the new Standard could result in substantial damages claims should an injury occur.

In addition, the Terri Scheer Landlord Preferred policy states that you must take reasonable care to comply with all statutory obligations, by-laws and regulations imposed by any public authority, for the safety of persons or property.

We suggest you contact your local glazier for further information and clarification on this topic.



Another happy client...

At Terri Scheer Insurance Brokers, we believe in excellent customer service. Below is an example of how wrapt a Landlord was with our claims service.

Thank you to the landlord who recently sent the following message in a card to our Queensland claims staff following a claim:

Thankyou both so much for your help and concern regarding my insurance claim. It was a big help to someone expecting the worst. I hope people are as helpful for you also. Wishing you both all the best in everything.

Landlord Insurance, it's scheer simplicity!

Head Office—SA/NT/TAS
102 The Parade
Norwood SA 5067
ph: 08 8132 3100
fax: 08 8363 3811
freecall: 1800 804 016
email: tsibho@terrischeer.com.au

WA
165 Seventh Avenue
Inglewood WA 6932
ph: 08 9471 1511
fax: 08 9471 1522
freecall: 1800 853 694
email: tsibwa@terrischeer.com.au

VIC/ACT
Level 1/159a Glenferrie Road
Malvern VIC 3144
ph: 03 9576 2533
fax: 03 9576 2544
freecall: 1800 609 911
email: tsibvic@terrischeer.com.au

QLD/Nth NSW
3/18 Torbey Street
Sunnybank Hills QLD 4109
ph: 07 3216 9555
fax: 07 3216 9500
freecall: 1800 357 788
email: tsibqld@terrischeer.com.au

NSW
Level 2/5-7 Bryson Street
Chatswood NSW 2067
ph: 02 9413 9700
fax: 02 9413 9800
freecall: 1800 300 394
email: tsibnsw@terrischeer.com.au