

Ing's Insurance Newsletter 2012

Year of the Dragon

馬茵保險 雙語 季刊

February 2012

ING MA  INSURANCE
馬茵 ING MA 保險顧問 INSURANCE ADVISOR

尊敬的客戶您好：

Dear : Valued Clients

感念全體客戶多年的支持！

以實力証明個人我的努力，今年二零一二年只有會更好！

又再度獲得客戶一致以行動支持：第七度獲得國際的認可，取得今年美國百萬圓桌(2012 MDRT) 以及國際龍獎(2012 IDA) 的最高榮耀！

雖說，過去年幾年來免不了「樹大招風」面臨職場上招致不肖顧問之傷害，卻深獲得各大公司的支持與鼓勵！以更為有利的產品回饋我的客戶。

Last year...

This is definitely going to be a better year for all of us, as we all have been through a hoppity year last year (perhaps it was because it was the year of the rabbit?). May we all have a prosperous, healthy and less shaky year!

Despite all the events that had transpired, I have managed to help those in need, as well as being interviewed as an internationally recognized Top Advisor (further details page 3). However, do not worry. I will always be willing to help anyone in need.



I'm Covered!

季刊內容 Contents

去年 Last year...	Page 1
成功的贊助 Spinal Trust Fundraising, This year...	Page 2
出國演講 IDA speeches, Thanks	Page 3
EQC 理賠 EQC Claim Earthquake Support	Page 4
服務專線更新 Update details	Page 5
保單如何暫停 How to suspend your policy	Page 5



New Zealand
Spinal Trust
Te Taratini Monako Te Tuarua

馬茵的成功贊助：

紐西蘭脊椎基金協會
"高爾夫球日"

**Successfully
sponsored "Golf
Day", a Spinal Trust
fundraising event.**

Dear Ing

Thank you very much for the donation of the goodie bags for the New Zealand Spinal Trust Golf Day we had on Friday at Clearwater. Your support was very much appreciated.

We are still tallying up the final figures, but I can tell you that the day was a great success.

Once again, I'd like to thank you for your support.

Kind regards,
Ben Lucas
CEO New Zealand Spinal Trust
Charities Commission



**今日 ... 實力
證明一切!**

今年的馬茵，將會更努力以赴做到更好
這將提供客戶：

- 更加有彈性，有更多選擇
- 對客戶需求更為有利的照顧
- 才能夠確保維繫：以客戶最大利益為主旨的專業建議

更重要的是我能夠完全自由的為我的
客戶的為最優的利益著想！

**Today ...
this year, real
ability says**

I will certainly be stronger, I will work harder and we will be moving forward.
As clients, you would receive:

- More product choices, meaning more flexibility
- Better quality care to help suit your individual needs
- Fiduciary relation; specific and detailed advice for your own benefit

Most importantly, I have the freedom to work on your best interests !



IDA 2011 國際龍獎IDA年會
2011 IDA ANNUAL MEETING

以終為始
Begin with the end in mind

韓國 首爾
2011.8.4-7 ▶ 韓國 · 首爾

應邀 2011 韓國
首爾 國際龍獎
頒獎 年會上 擔任
國際講師

Invited as a guest
speaker for IDA
2011's Annual
Award Congress
meeting at Seoul.
Korea.

It is
Stronger, bigger !
Award winging 2012
MDRT, IDA Again!!
Thank you for your support.

感謝全體大力支持！

實力證明一切
再度領先全國

連獲 第七年的 國際大獎

2012
MDRT
IDA

Award Wining

I have once again qualified for IDA and MDRT for 2012, the most prestigious awards for Insurance Advisors around the world.

I have worked many hard hours to ensure medical claims and life cover claims are in your bank account as soon as possible. Always know that I have your back, and will not let filing or menial tasks get in the way of your rights.



您知道嗎? Did you know?

將 應聘出席：擔任

公立醫院的講師

為期 十次的 地震後的保障理財 課程

- Ing has been invited to head 10 seminars to CDHB staff.
- 應邀採訪及編入出版書籍
- She also been interviewed by IDA and then published in a book, available in both traditional and simplified Chinese.



在地震中照顧罹難者家屬

During the Earthquake, Ing has helped many victims' family!

'Love can be afraid of nothing'
(Senca, c. AD 60)

“EQ C”的可能未來更新 “After the Shake-Up at EQC”

目前 EQC 理賠：EQC Covers now:

- Buildings up to \$100,000.00
- Contents up to \$20,000.00. Private insurance above that.
- Land: The cost of reinstating land in an 8-metre footprint around the house.
- Levy: \$69.00 levy went up to \$207 on February 1, 2012

Possible future EQC Cover: 未來保障內容

- Buildings up to \$150,000.00 or even \$200,000.00.
房屋理賠增加為\$150,000.00 或\$200,000.00。
- Contents: NO EQC Cover, Private insurance only
財產物品，理賠將取消改由個人保險理賠為主。
- Land: Remain covered .but footprint and definition of what is covered may change.
房屋周圍理賠範圍將有所變更。

Levy: Stay at about \$207, but may vary depending on house size and capital value.

保費（Levy）將維持在上漲的\$207 但也許會由房子的大小以及價值來決定保費。

February 11, 2012 The Dominion Post

保單如何暫停

目前的地震，保單的暫停有 2 種 —

1. 因地震導致收入中斷，目前無法支付任何保費適用於醫療、消費型人壽、重疾癌症險。但理賠保障視險種不同而暫停還本型人壽則無法受用。
2. 因旅遊出國，海外居住 2 到 3 個月以上則為【保單請假】的條款限制，因而影響個人理賠及保障！
(詳情必需電話與馬茵詢問)

How to suspend your policy

Currently, There are 2 types of Suspension policy-

1. Due to the Earthquake, you are now unemployed or unable to work, which only apply to simple Life Cover, Medical and Trauma Cover policies with specific criteria and conditions to meet.
2. You've gone overseas for short or long-term holidays.
Certain conditions apply for both different types suspension.
Please ensure you ask Ing for the suspension, prior to make the decision as it is case by case to maximize your best benefit !

◆我的服務專線更新

直撥為
手機
基督城外地貼心
免付費電話為

03 - 343 9866
021 2 262 464

馬 茵

ING MA

CONTACT DETAILS:

Direct Dial: (03) 343 9866
Mobile Phone: (021) 226 2464
Fax: (03) 343 9877

POSTAL ADDRESS:

PO BOX 8566
Riccarton
Christchurch 8140

NEW!

未盡事宜，尚請吩咐指教。
祝福

闔家身體健康 萬事如意！

