



terri **scheer**

scheer tips

January 2008

Announcing 15 4 12

A note from Terri

Happy New Year!!

We are delighted to announce our "15 4 12" promotion (details right) which gives your landlords three extra reasons to protect their investment property.

Did you know that generally, most rent rolls only have around 30% of properties actually covered with a landlord insurance policy?

Every property that you manage that is not insured is a risk to you and your office—un-insured landlords will more than likely turn to their Property Manager to recover when something goes wrong.

Don't take the risk, alert your landlords to the need to have adequate insurance now and for a limited time, they can take advantage of our offer and receive three extra months cover at no extra cost.

All the best for 2008!

Terri

Get 15 4 12 because you can't watch your property 24/7



Uninsured Landlords now have 3 extra reasons to purchase a Terri Scheer policy.

All policies placed with an effective date between 1 January and 30 June 2008 will receive 15 months cover for the usual twelve month premium—that's an extra three months!

Landlords automatically qualify for the offer when purchasing either of the Terri Scheer policies where the policy commences during the period of promotion.

Landlords who have current insurance elsewhere, may consider the value in transferring their policy to us to take advantage of the offer plus the many benefits of our uniquely tailored policies to ensure their rental property is adequately protected.

You will receive a supply of promotion stationery shortly which will help you encourage your landlord clients to place cover.

Terri Scheer Insurance Brokers reserves the right to withdraw this promotion at their discretion.

We are happy for you to use any of the information provided to you in scheer tips for your own newsletter. You should however, acknowledge that the information was provided by Terri Scheer Insurance Brokers otherwise you might be at risk of providing advice.

Please contact Carolyn Majda - carolynm@terrischeer.com.au if you need further advice.

Terri Scheer is happy to provide you with this information. However, if you would rather not receive future issues please let us know and we will delete you from our distribution list.

Disclaimer: this publication is intended for general information only. Terri Scheer Insurance Brokers accepts no liability for any actions taken by any persons acting on any information contained within this document. Advice contained within this document is general advice only and has not taken into consideration anyone's personal financial needs or objectives. Any person considering a Terri Scheer Policy should first consider the Financial Services Guide and Product Disclosure Statement prior to making the purchase decision.

This COULD happen to YOU!!!

Ryan Peacock, Claims Manager

Spending the time to select the correct tenant and conducting regular inspections certainly helps minimise loss that your landlords could suffer at the hands of the tenant. That said, even perfect tenants can unexpectedly turn bad, causing significant damage to property and loss of rental income for the landlord. On top of that you will likely be left with a property which can't be tenanted again until the damage is fixed which will result in further rent loss to your landlord.

A landlord of a property in Western Australia has unfortunately experienced such a situation first hand. Fortunately for them they had a Terri Scheer Landlord Preferred Policy, so we are currently working with them to get their property repaired and ready for re-letting. We will also cover the rent arrears left by the tenant as well as rent loss until the property is tenable.

Do all your landlords have comprehensive cover such as this? If they don't, they could be faced with a hefty repair and rent loss bill, which in this case includes the following:

- ◆ Kitchen cupboard doors ripped from their hinges
- ◆ Oven door bent out of shape
- ◆ Front door kicked to pieces
- ◆ 7 internal doors used for kicking/punching practice and need replacing
- ◆ Walls in at least 3 bedrooms have been smashed and require repair/ repainting
- ◆ Range hood and kitchen bench have been impacted with extreme force and need to be replaced
- ◆ This tenant even managed to break the kitchen sink!!



How much do you think this type of damage costs to repair? \$1,000.00? Maybe \$4,000.00? Perhaps \$7,000.00? **Wrong!** In this case, we are looking at repair costs exceeding \$10,000.00, and that does not even take into account the loss of rent. We are sure you would agree that most of your landlords could not afford to pay this expense from their own pocket.

Financial disaster could soon follow for many uninsured landlords if faced with this situation. What can they do? Extend their mortgage, sell the house, go bankrupt?? It sounds scary, but it can and does happen. Way too often we see the end result of the tenancies that have gone wrong, and you shouldn't be fooled – it could happen to your landlords.

For as little as \$5.00 a week your Landlords could have the piece of mind that your property is protected by our Landlord Preferred Policy. It's such a small price to pay when you contemplate the alternatives.

Remember, every landlord that takes out a policy effective between now and 30 June 2008 will automatically receive 15 months cover for the price of 12.

Remember that placing cover for your Landlords is easy via our website

www.terrischeer.com.au

Click on Real Estate Agents, then request cover online

scheer simplicity!

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