



Company News

Message From Stuart White, Managing Director

The peak period for premium funding business is now upon us, and the Pacific team is set to provide you with the service and support you have come to depend on.

The insurance premium funding industry is continuing to grapple with the escalation of new regulation, particularly the National Consumer Credit Protection (NCCP) Legislation that came into effect July 1 2010. Despite significant efforts by the National Insurance Brokers Association (NIBA) and the Insurance Premium Funding Association (IPFA) the Australian Securities & Investments Commission (ASIC) declined a submission requesting relief from the NCCP legislation for premium funders and brokers in relation to domestic funding. This means that brokers and funders who offer domestic funding, will now need to be licensed in order to operate and distribute this product to their customers.

Fortunately, there is no change to Pacific's current arrangements in terms of providing funding for domestic policies as part of a commercial loan. We continue to be on the front foot with new and proposed legislation and have a team in place to ensure our regulatory readiness.

On a lighter note, our enthusiastic and experienced NZ team is now assembled and getting runs on the board. We're looking forward to both supporting and sponsoring the annual Insurance Brokers Association of New Zealand (IBANZ) Conference, which is being held in Auckland from August 18 – 20.

Supporting the insurance broking industry has always been a primary focus for Pacific. We participate in many industry and broker events during the year, like the recent NIBA Sundowner Education Program. This particular program is aimed at professional development and education within the industry, and is something Pacific is proud to support.

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One Minute With....

Rajnish Lal
Team Leader Risk

We are equally committed to the development of our own staff, and that of our brokers, which is why we have our own NIBA accredited intermediary education program available.

Supporting our brokers also requires us to listen to your needs. An important way for us to receive feedback from you is through our annual intermediary survey, which is planned for August-September this year. But, you don't need to wait for this...we have the Pacific Soapbox which is always open for your feedback, and you should also feel free to provide any member of the Pacific team with feedback at any time.

All the best,



WA Annual Client Function

The Pacific WA Branch held their annual Intermediary function on 27 May, 2010 at Fire & Ice in Subiaco.

An enthusiastic crowd of about 70 guests braved the cold and windy night to enjoy some great food and refreshments.

This annual event gave the WA team the opportunity to thank their loyal supporters. It also gave intermediaries the chance to kick back and enjoy a few quiet ones before the usual madness that is the June/July renewal period.

WA State Manager, Brad Dixon took the opportunity to thank both intermediaries, and his hard working staff, for their support in 2009. This support culminated in the WA team being named Pacific Branch of the Year. Yung Ngo, General Manager Sales, was also in town and took the time to meet some of the local brokers and get a handle on the issues affecting the market.

Congratulations to Tony Brian, from Leed Risk Services, who won the lucky door prize of a nice bottle of red wine.

Pacific rolls out new CPD NIBA training program

Pacific has always been at the forefront of intermediary education around the premium funding product and its benefits. Past programs have focused on helping intermediaries develop greater knowledge of the premium funding product.

Professional development through education programs like ours is an important way to improve the overall level of competency in any organisation.

We have a new, accredited course on offer, which is about 'Enhancing Business Performance'. This course runs for approximately one hour and is accredited with 1 CPD point.

If you would like to know more about this course and how it might benefit your brokerage, please contact your local Pacific Account Manager for further details.

Industry News



Tell us about working at GE/Pacific?

I started work with Pacific in July 2008 as Team Leader Risk.

The best part about working at Pacific is the people and how passionate they are with their customers (intermediaries).

What advice can you give to brokers that may help facilitate the risk process on larger loans?

If we receive the minimum required information up front, it makes it very easy for us to reach decisions or find solutions for difficult deals.

What do you value most in people?

Honesty and transparency. I do not like bullies.

What interests you?

New challenges and finding ways to resolve difficult situations. I also like watching sports, movies and making lots of friends! I like playing lawn bowls, golf and I love going fishing!

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Pictured from left: Yung Ngo, Grant Burley & Stuart White in Cape Town South Africa

Pacific was proud to continue our support of the AIMS Convention, as the official water supplier. The event was held in beautiful Cape Town South Africa from 23 – 28 April 2010.

More than 100 delegates made the journey, which proved to be a wonderful and enlightening experience. Many took the opportunity to tour the extraordinary game reserves, and take in the culture and remarkable landscapes surrounding Cape Town.

Pacific was represented at the conference by Stuart White, MD; Grant Burley, Chairman and Yung Ngo, General Manager Sales.

Each day delegates were given a different and unique African experience. A highlight for many was a trip to a township, where all AIMS delegates were able to play soccer with some very talented under 10 year old South African children. Zurich generously provided each child with a bag of goodies complete with soccer boots! The final dinner at the historic Castle Of Good Hope, built in 1666 by the Dutch East India Company, was another highlight, taking delegates back in time to experience Cape Malay dining.

Congratulations to AIMS on an outstanding conference.

NIBA does lunch for the first time in WA

Pacific was proud to be one of the co sponsors of the WA NIBA Lunch on 28 May 2010. The event was held at Burswood Entertainment Complex, and enjoyed by around 250 local industry attendees. Pacific WA sales staff together with Yung Ngo, General Manager Sales, attended the lunch, which was a great success.

Traditionally the WA NIBA committee has held an annual ball, but decided this year to do a Friday lunch for the first time.

The highlight of the show was the appearance of "Lloyds Director", Martin Flynn (aka, comedian Paul Martell) who had the crowd in stitches with some of the best comedy seen in Perth for many years! His ability to weave comedy through his dry, number crunching 'Lloyds' persona was absolutely outstanding.

Insight Conference Tasmania

The Insight Broking Group held its 13th annual conference from May 27 – 30 in Hobart, Tasmania.

The venue was the Wrest Point Casino, located on the banks of the Derwent River

offering magnificent views of the harbour as well as Mount Wellington. Pacific Premium Funding was a bronze sponsor for the conference that was attended by over 125 Insight brokers from all states.

The conference theme for this year was “Exploring the Possibilities” which focused on new technologies to improve efficiency, the growing impact of the web on insurance distribution, new products and schemes to grow business and finally surviving in an ever changing market.

The conference offered a balanced program of professional speakers, interactive workshops and insurance industry leaders. To help things move along the conference was moderated by Martin Walker who always does a great job.

The guest speakers at the conference were a highlight. Darren Flanagan, ‘the man behind the Beaconsfield Miners’ gave a passionate and very personal address about his involvement in the rescue of Todd Russell and Brant Webb, who were trapped underground for 14 days following an earthquake at the Beaconsfield Gold Mine.

Jacqui Cooper, a freestyle aerial skier and Olympic medalist, was the other guest speaker and provided a wonderful insight into how she achieved her dream of becoming world champion.

Congratulations to Linda Whelan of Insure Protect who was the lucky winner of the Pacific prize - a selection of Tasmanian liqueurs.

Well done to Insight on a great conference.

Pictured from left: Pacific’s Lachlan Haig and an Insight Delegate at the Insight Conference



NIBA Sundowners - Pacific Supporting NIBA

For the fifth consecutive year, Pacific recently sponsored the annual NIBA Sundowner education road show.

The 2010 calendar was packed with 15 events at venues across the country. For the first time they also incorporated Sunrises (breakfast) and lunch time events.

NIBA president Noel Petterson spoke about the current events and issues impacting the insurance industry and its future. Stuart Davies from Gallagher Broking Services spoke about the ‘Risky Business of PI Claims’ and the ‘NIBA PI Facility’. Pacific took the opportunity to provide some insight into our new marketing campaign ‘Big & Small together...gives you the best of both worlds’, and how this positively impacts intermediary experiences with Pacific.

Pictured: Stuart White presenting at the NIBA Sundowner in Perth.



Community News

East Gippsland Convoy For Kids

In East Gippsland Victoria, what began as planning a reunion for truck drivers in and around the area has evolved into a large scale, community event raising money for kids with cancer.

In May 2010, more than 300 truck drivers formed what became known as the 'East Gippsland Convoy For Kids'. Truck drivers from Morwell to Lakes Entrance convoyed to the Greater Lakes Airfield. Countless local people and businesses donated time and money to make the event a resounding success. The sun shone, the trucks gleamed and all that participated raved about what a fantastic day it was.

The Lakes Entrance branch of T&G Insurance Brokers in Victoria was a major sponsor of the event, and organised the reunion dinner for the truck drivers who participated. Pacific Premium Funding joined the community effort as one of the silver sponsors.

All proceeds from the day were donated to Angel Flight and Camp Quality. In different ways each of these charities provide much-needed support and services to families where children are suffering from illness such as cancer.

Well done to T&G Insurance Brokers on a great effort in contributing to some very worthy causes.

GE Personal Loan Offer

As a supporter of Pacific Premium Funding you will pay **No Establishment Fee** when you apply for a GE Money Personal Loan.

That's a saving of \$250!

This is a new initiative we are able to offer to all our brokers through our parent GE Capital.

So if you need extra funds for a holiday, home renovation, a wedding or simply to consolidate some debts, apply today via our website.



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