



FEBRUARY 2012  
DUBCO TEAM NEWS

# DUBCO

## Can your Credit Union save you money?

### Are you reviewing and reducing your costs?

When you think about your financial needs, whatever they may be, remember to think about Dubco. We're here to assist members with achieving their personal financial plans, and if we can't help ourselves, we might be able to recommend someone who can.

At Dubco, in addition to offering our members affordable loans at reasonable rates, we also offer guidance in financial planning, to help you make your money work harder for you. Dubco's budgeting, saving and loan facilities, protection and pension products (available through the MEMBERS™ Programme) and money saving offers (through our introducer arrangements) mean that we can deliver a full range of financial services to suit our member's needs.

### Can our services save you money?

As an insurance intermediary with tied agency arrangements in place for home and travel insurance why not ask us for a quote and see if we can save you some cash? Currently we can offer 3 months free cover to new purchasers of our Allianz home insurance product. For those renewing we would remind and encourage members to seek a review of cover to ensure that they are availing of all possible discounts and not over insuring premises.

In addition to our intermediary services we also introduce members to trusted brokers, such as CUSafe, and underwriters for other Credit Union discounts and perks. Our AXA arrangement for example offers members discounts on car insurance and the option to spread payments at no extra charge. We know that no one insurance product suits every member so we encourage shopping around!

With private health insurance premiums in Ireland increasing by as much as 50 per cent over the last two years, it has been reported that up to 6,000 people are abandoning their health cover every month. We're pleased to be able to offer our members health insurance from Aviva, as an alternative to VHI and Quinn Health. Through a partnership with BuyHealthInsurance.ie, an authorised intermediary for Aviva Health, Dubco members can access free impartial advice on health insurance options. For information on Aviva Health Insurance products please contact BuyHealthInsurance.ie on 01 484 5122 or for detailed comparisons and quotes visit [www.BuyHealthInsurance.ie/dubco](http://www.BuyHealthInsurance.ie/dubco).



*If your savings have taken a beating due to rising expenses talk to us about a financial review and we'll see if we can save you money!*

### Are you regularly reviewing your financial situation?

A regular review of your finances will help you to identify any areas where you may need financial or protection cover. Members can avail of a free consultation meeting with our MEMBERS™ Financial Services Representative (Wayne O'Neill of Zurich) to discuss the areas of Retirement, Investments and Protection in particular, by arranging an appointment. In addition members can address their personal budgeting requirements through the Flexi Account which can help with the management of their overall financial goals.

### How can I save on pensions?

If you have a regular subscription to a PRSA you might be able to get more for your money by availing of a better allocation rate. The allocation rate is the percentage of the money that you pay into a pension scheme, or life insurance policy, that is actually invested. This amount is net of any fees that may be charged on initial investment. A lower allocation rate means less value for money.

For example, an allocation rate of 96% means that for every €100 you invest, €96 is actually used to buy units. So in effect you pay €4 (or 4%) as a charge to the firm you invest with.

Zurich's allocation rate for Dubco members arranging a single one off contribution (typical last minute AVC) is 98%, with 1% annual management charge.

*Dubco does not advise on and is not involved in the sale of introducer insurance/investment products and will not accept any liability for decisions made by members in this regard.*