

# INSURANCE ADVISERNET

FOUNDATION



ANNUAL  
REVIEW  
2017/18

# About the IA Foundation

---

The Insurance Advisernet Foundation was established in 2015 as a way to consolidate the considerable goodwill that already existed amongst our Authorised Representatives across Australia. We feel very fortunate to be part of a dynamic and successful business. The Foundation will remain part of our ongoing commitment to our people, our clients and the wider community.

## *Why does the IA Foundation exist?*

The IA Foundation exists to support local Australian organisations that work to help change the lives of individuals, families and communities for the better.

## *What does the IA Foundation do?*

The IA Foundation reaches out to our adviser practices, insurers and business partners who have the passion, commitment and social conscience to help those more disadvantaged than themselves. Individually and collectively, advisers identify not-for-profits that are deserving of donations and in many cases, give their time and skills.

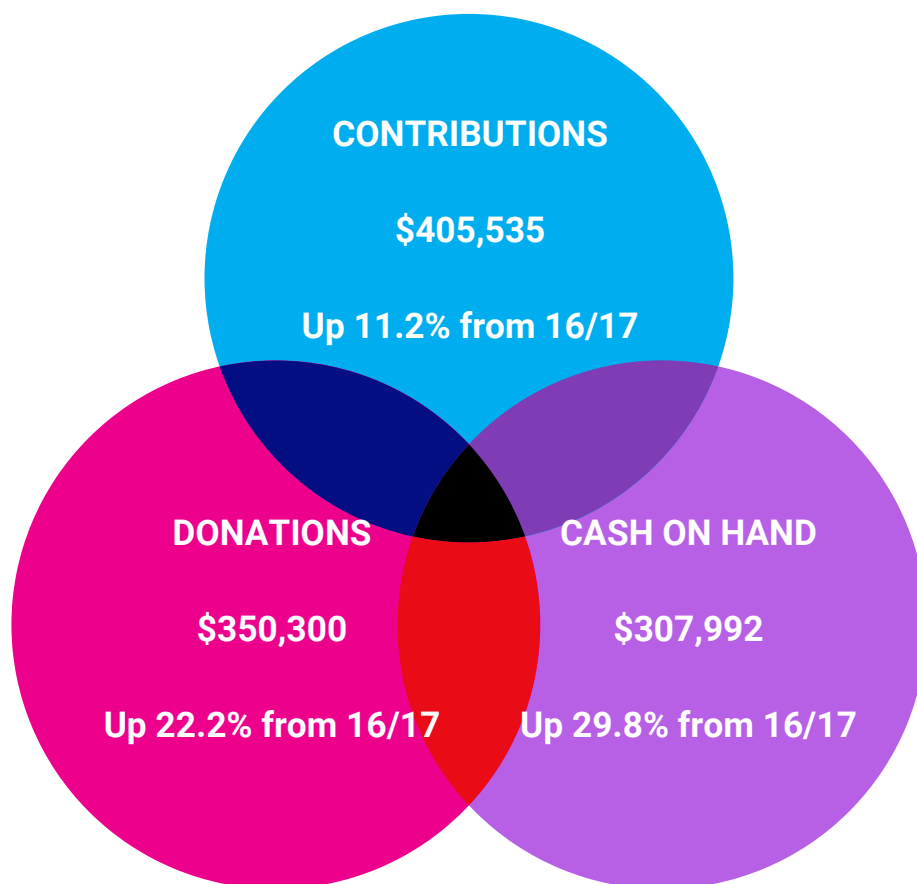
## *How does the IA Foundation donate?*

Donations are given directly to community not-for-profits and/or charities and each year the IA Foundation strives to make a difference!



# Our impact in 2017/18

Helping to change the lives of individuals, families and communities for the better.



Insurance Advisernet and its Foundation has contributed over \$2 million in the last 10 years to over 30 different charities. We aim to donate over \$400,000 each year through a variety of fundraising initiatives. By working closely with our staff, advisers and our insurance underwriting partners we aim to leave a social legacy for generations to come.

# Message from the Chairman

---



The Insurance Advisernet Foundation are pleased to confirm our contributions, donations and cash on hand all continued to grow during 2017/2018.

We made donations of \$350,300 to over 30 registered charities whilst keeping our administration costs to less than 1% (\$8,512)

The concept of giving back to individuals and/or organisations clearly resonates with our Insurance Advisernet culture and we look forward to continuing to “make a difference”.

A handwritten signature in black ink, appearing to read 'Ian Carr', located below the main text block.

**Ian Carr**  
Chairman





## REACHING OUT IN THE COMMUNITY

Donations granted  
in 2017/18



<https://www.sahmri.org/>

## \$25,000 Donation

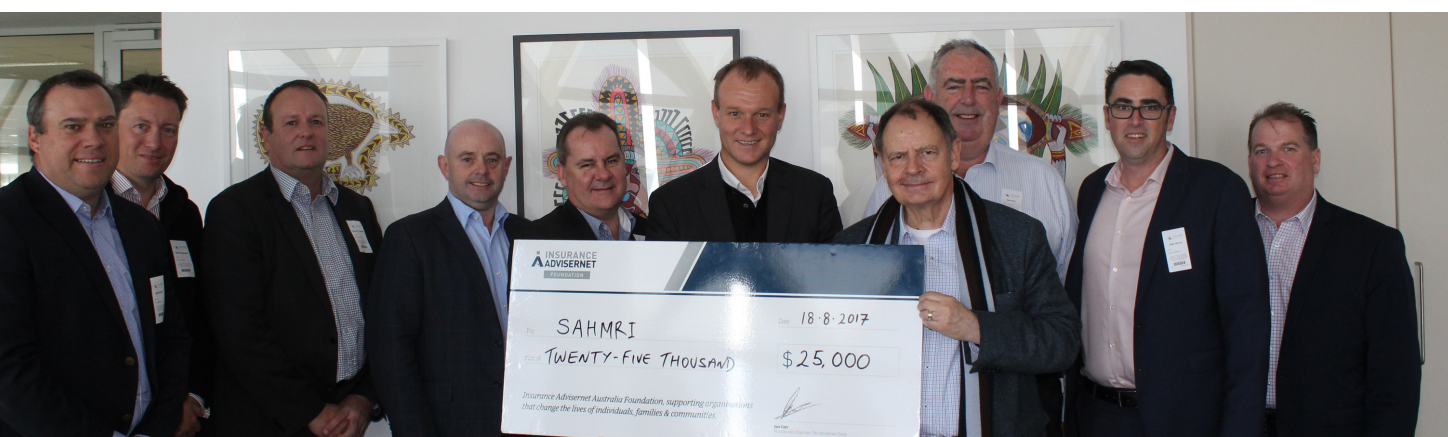
The SAHMRI (South Australian Health and Medical Research Institute) is an independent flagship organisation dedicated to improving health outcomes, both in Australia and around the world. One of their research areas is Heart Health and IA is proud to provide a range of insurances to SAHMRI for the multiple clinical trials being conducted by this department.

In fact, it was the provision of these insurances that led to IA donating \$25,000 to SAHMRI to actively support one of their Heart Health projects. This funding was the culmination of a series of meetings between Wayne Trezona (an Authorised Representative of IA) and SAHMRI CFO, Barry Porter, followed by meetings with Tony Ashdown, the SAHMRI Development Manager.

The \$25,000 donation by IA will support ongoing Heart Health research led by Professor Steve Nicholls that aims to improve the treatment of patients with PAD (Peripheral Arterial Disease). IA's donation supports a Heart Health PhD project.

It is well known that people with PAD are likely to suffer from vascular complications of the lower limbs, for example intermittent claudication (cramping pain in the legs), ulceration of the lower limbs and amputation. Unfortunately, people who suffer from PAD are less likely to receive guideline-directed therapies to treat known risk factors, when compared to people who suffer from coronary artery disease or cerebrovascular disease, despite having similar levels of mortality and morbidity.

Therefore, this IA funded PhD project focusses on people who suffer from PAD, specifically addressing the lack of effective therapies for treating cardiovascular risk factors. Within this PhD study, a number of therapies and lifestyle changes will be investigated, including exercise, weight loss, cessation of smoking and medical therapies to target hyperglycaemia (high blood sugars), hypertension (high blood pressure) and dyslipidaemia (high levels of cholesterol).



## Starlight Foundation

<https://starlight.org.au/>

### \$40,000 Donation

Proudly supporting



The Starlight Foundation has been bringing joy and laughter to sick kids and their families for decades in Australia, granting special wishes to these beautiful and deserving children. In fact, since 1988 the Starlight Foundation has partnered with Australian health professionals to develop programs that support the care of our seriously ill children and once again, IA is proud to donate \$40,000 to this awesome charity.

Previously this year, IA donated \$25,000 to support the 2017 Starlight Supporter Survey that was sent to thousands of current and past Starlight Foundation supporters. The aim of this survey was to ask people to share their views on what the Starlight Foundation is doing well and how they can improve their programs and initiatives.

The current IA donation of \$40,000 was the result of a raffle ticket drive at the Trade Show of the IA National Conference on the 31st October at the Gold Coast in Queensland. Tracy Tomlin, a Starlight staff member and Queensland State Partnerships Manager, assisted on the IA Foundation booth giving out Starlight Wands to participants and raising \$40,000 in the process.

IA is very proud of everyone's efforts, in once again, raising so much money for the Starlight Foundation.

With the belief that fun tops fear every time, the Starlight Foundation's mission is to "brighten the lives of seriously ill children and their families". Starlight helps sick children to forget their illness for a brief time and to become a child once again, revelling in joy, happiness and enthusiasm for life.

Their programs include granting once-in-a-lifetime wishes to sick kids and their families, distracting them from their illness and treatments, and instead bringing these families together in joy and love. Starlight Wishes make the impossible happen for these sick children and add a little bit of happiness into their world.



## Love Your Sister

<http://www.loveyoursister.org/>

### \$71,000 Donation



A long-term employee of Insurance Advisernet, Angelique Bodnar, is a breast cancer survivor and she received tremendous support, strength and courage from the Love your Sister story and this was extremely helpful to her through her journey.

### WHAT IS LOVE YOUR SISTER?

It all started with the most absurd dare you could imagine. Connie Johnson, young mum of two, was told that she was terminal with breast cancer and to arrange her affairs. Instead, she sent her brother, actor Samuel Johnson (best known as the guy who played 'Molly Meldrum' and won a gold Logie in the award-winning television series), to ride around the entire country on a unicycle to personally remind every young mum in the land to check their boobs. Love Your Sister was born.

Samuel kept his promise. After 364 days, over 1000 media calls, 450 community fundraisers and 40 school visits, Samuel finally returned to Federation Square and Connie's waiting arms. And the scientists at the Garvan Research Foundation found themselves \$1.4M richer.

To acknowledge this support, Insurance Advisernet arranged for Samuel Johnson to attend its' National Conference on Queensland's Gold Coast to talk about the life of his sister, Connie and the legacy that has been built.



Samuels presentation was simply sensational and at the end we auctioned three signed "Molly Meldrum Stetson hats" and raised a further \$46,000 - to make a total donation of \$71,000!!!!

To a standing ovation, Angelique Bodnar and her husband Alex presented our donation and there was not a dry eye in the house!!!!



## Tour De Cure

<https://tourdecure.com.au/>  
\$25,000 Donation



# RIDING TO CURE CANCER

Tour de Cure is a non-profit organisation that organises tours and events across Australia to fund pioneering Australian cancer projects. The Insurance Advisernet Foundation (IA) is pleased to support Tour de Cure by making a \$25,000 donation to help fund the work of Australian scientists who have dedicated their lives to uncovering a cure for cancer.

This donation was facilitated by Gareth Jones, Principal of Partenaire Solutions, and an Authorised Representative of IA. Like most Australians, Gareth has been personally affected by cancer so he's passionate about supporting Tour de Cure. He's participated in numerous riding tours and has personally fundraised a significant amount of money for cancer research, support and prevention projects.

IA Managing Director, Shaun Standfield and General Manager for NSW/ACT, Simon Elliot, were on hand in Cairns to present the \$25,000 IA donation cheque to Mark Beretta live on Channel 7's Sunrise.

Since 2007, Tour de Cure has raised \$35 million, funded 306 world-class cancer projects and achieved 22 significant cancer breakthroughs. The organisation has also helped to educate more than 90,000 Australian primary school children about cancer awareness and prevention through its Be Fit, Be Healthy, Be Happy program.

The Tour de Cure Signature Tour is its flagship event, but there are a variety of shorter tours and events in different locations across Australia each year. There are numerous ways to get involved with Tour de Cure, including riding, volunteering, fundraising or simply by making a personal or company donation.

IA fully supports and encourages the efforts of staff members like Gareth Jones, who selflessly give of their own free time to support organisations like Tour de Cure.

In honour of Tour de Cure's mission to find a cure for cancer, IA were very proud to make their \$25,000 donation to this inspiring and well-deserving charity.



<http://phosc.org.au/>

### \$2,500 Defibrillator Donation

With cardiac arrest one of the leading causes of death in Australia, the placement of automatic defibrillators within the local community has become an important part of saving lives in Australia. In fact, if defibrillation is used within the first 5 minutes of the event occurring, the chance of surviving a cardiac arrest increases from less than 10% to 70%. Of the 33,000 cardiac arrests that happen every year in Australia, many take place at sporting events, which is why IA is proud to donate a Cardiac Science G5 Automatic External Defibrillator to the Port Hacking Open Sailing Club at a cost of \$2500.

For many years, IA has provided the Sailing Club with multiple insurances and the welcome donation of a defibrillator was facilitated by Andrew Pearson, an Authorised Representative of IA. The defibrillator was presented to Scott Roberts, Vice-Commodore of the Port Hacking Open Sailing Club at their Club House by Andrew Pearce on 17 September 2017.

#### **Port Hacking Open Sailing Club**

As a not for profit organisation, located on the shores of Yowie Bay in Sydney's south, the Port Hacking Open Sailing Club has long been an active part of the local community. Their focus is on building social capital through engagement with the community, helping to develop and share an interest in sailing, and promoting sailing as a safe family activity.

Their interest in obtaining funding for a defibrillator came to a head when one of the visitors to their Club House suffered a heart attack on the premises. Luckily, a local GP was in the Club House to provide emergency aid, and when the paramedics arrived they attached an ECG machine and a defibrillator, before transporting the patient to the local hospital.

It was this incident that highlighted the need for a fully automatic defibrillator at the Club House, particularly since these defibrillators come with clear instructions and can be used by anyone, not just paramedics and doctors.



## Baw Baw Big Blokes

[www.bawbawbigblokes.com](http://www.bawbawbigblokes.com)

\$10,000 Donation



Prostate cancer is one of those diseases that seems to slip under the radar, mainly because men are reluctant to talk about their health issues. Baw Baw Big Blokes is a non-profit organisation that was set up in Baw Baw Shire, Warragul in Victoria to promote local awareness about men's health, prostate cancer and other related health issues.

In 2017, Cancer Australia estimated that nearly 17,000 new cases of prostate cancer will be diagnosed in Australia, a reduction of more than 10% since the highs of 2013. These reductions are only possible because of groups like Baw Baw Big Blokes who make it their business to highlight men's health issues and to promote vital health initiatives within their community.

Two of IA's Authorised Representatives (Tim Allan & John Whiteside) were instrumental in procuring IA's donation and along with IA's Southern GM John Burke, presented the \$5,000 donation to Baw Baw Big Blokes at their annual event.

Over the past 5 years they have raised more than \$1,000,000 at these annual events, funding a First Aid program in Baw Baw Shire Schools to teach CPR to Year nine students, as well as an awareness campaign to remove the stigma of men talking about their health.

Prostate cancer has been called the Silent Disease, because symptoms are not readily apparent and men tend to be reluctant to go for health check-ups with their GP. Promoting the silent nature of prostate cancer to men across their Shire is an initiative that is hoped will reduce the deaths due to this disease.

The \$180,000 raised by Baw Baw Big Blokes at their 2017 annual fundraising event will contribute funds for the setup of a new Prostate & Urology Support Centre in the Shire. With two world class urology specialists on-site, the money raised by Baw Baw Big Blokes will aid in the early diagnosis and treatment of prostate cancer.





## Beyond Blue

[www.beyondblue.org.au](http://www.beyondblue.org.au)

\$30,000 (2 Donations)



Beyond Blue is a non-profit organisation that aims to help anyone affected by depression or anxiety to live a full life. With 3 million Australians living with these mental health issues and with nearly eight people committing suicide every day, the work performed by Beyond Blue is priceless.

One of IA's fundamental principles is to support worthy causes within our community, so when we were informed by Dwayne Haydon from Pace Insurance (one of our Authorised Representatives) that Brad McCabe was rowing the Murray River to raise money for Beyond Blue, we jumped on the chance to be part of Brad's campaign.

To this end, Dwayne Haydon presented a cheque for \$5,000 on behalf of IA to Brad in February during his 2,200-kilometre journey from Albury to Goolwa in South Australia. Currently, Brad has raised more than \$35,000 to promote mental health awareness and is hoping to raise even more!

Brad McCabe's connection with mental health issues

Sadly, Brad McCabe lost his brother to suicide in August 2014, which is how he became aware of Beyond Blues' good works. He had always wanted to row the Murray River, so when Beyond Blue came onboard, Brad's dream became a reality and he decided to row in his brother's name.



Dwayne has a long history with Brad, stating that, "I first met the McCabe family more than 15 years ago, when Brad and Tom moved up to Darwin to play footy at our local footy club the Wanderers". Knowing both Brad and Tom for many years, the donation given to Brad's rowing campaign by IA was very meaningful for Dwayne.

With every kilometre rowed along the Murray River, Brad has increased the awareness of mental health issues in the local community. Even when he suffered a broken oar in Mannum, old friends along the route came forward and helped Brad to get out on the water again. Catching up with old friends along the way has been one of the highlights of Brad's rowing marathon and he is grateful for IA's donation to his campaign - supporting positive mental health in Australia.



## Top Blokes

[www.topblokes.org.au](http://www.topblokes.org.au)

\$26,000 (2 Donations)



The Top Blokes Foundation promotes the wellbeing of young men in Australia, aged from 11 to 24 years of age with a vision of ensuring that young men are happy, healthy and safe within their communities. These goals are achieved by promoting awareness of young men's issues within schools and the community, and creating strategies to engage young men and to help them to achieve their full potential.

IA is well-known for supporting charities, non-profit organisations and worthy Foundations across Australia, so when Grant Allsopp, one of IA's board members, suggested the Top Blokes Foundation, IA happily agreed to support their work.

IA is proud to have donated two \$13,000 grants to the Top Blokes Foundation in June and October 2017 to fund programs in two Sydney Schools over the next two years. These schools are Leumeah High School and Campbelltown Performing Arts High School in NSW.

The IA donations will help the Top Blokes Foundation to build resilience, foster inclusion and ensure the wellbeing of young men in these two schools, helping them to become Top Blokes in their communities.

To date, the Foundation has inspired thousands of young men to overcome many of the social issues in their lives and to believe in their own self-worth. Mentoring is the basis of the Top Blokes Programs, which are delivered in high schools and community settings for the school age young men (11 to 13 years of age).

We are very pleased to attach the most recent evaluation reports for the two High Schools that the IA Foundation supported (please click relevant school for each report):

**Picnic Point High School**

**Endeavour Sports High School**



[www.rizeup.com.au](http://www.rizeup.com.au)

### \$5,000 Donation

Rize Up Australia is an organisation dedicated to supporting families affected by domestic and family violence. Through a variety of different programs this organisation helps families who are fleeing domestic violence to establish a new home where they are safe and can heal. With more than 70,000 women, 34,000 children and 9,000 men homeless due to domestic violence, the efforts of Rize Up Australia provide a vital service to these needy families.

When Jason Holmes aka Insurance Boy, Director of H2 Insurance Solutions (an Authorised Representative of IA) mentioned the Rize Up Australia 'Buy A Brick' fund raising campaign to us, we were glad to help.

This 24 hour campaign was released on the 15th May 2018 to raise \$20,000 for Rize Up Australia to fund their own premises - as a central storage base for their donations. IA and H2 Insurance Solutions are very proud to have presented Rize Up with a pre-campaign cheque of \$5,000 for their 'Buy A Brick' campaign on 14th May, just a day before the campaign went live, giving them a solid start to achieving their target of \$20,000.

Family and domestic violence is a real issue in Australia, crossing all socioeconomic and demographic barriers and resulting in homelessness and disempowerment of men, women and children. Whilst 1 in 6 women have experienced physical or sexual abuse by their partners, 1 in 16 men are also the victims of family violence. As a result of these tragic events, families are fractured and an increasing number of children are placed into care to keep them safe. Homelessness is rampant and the health of sufferers and their children is jeopardised. With no home and no belongings, victims of domestic violence require practical help to put their lives back together, to feed and clothe their children and to find somewhere for their family to live.

To support these good works and to help victims of family violence restart their lives, Rize Up Australia frequently runs campaigns to raise the necessary funds. The 'Buy A Brick' campaign is a good example of their dedication to the health and wellbeing of families suffering from domestic violence.

IA and H2 Insurance Solutions are proud to have been part of this campaign and our donation of \$5000 will help Rize Up Australia to continue their support of these brave families in their time of need.



[www.lovemeloveyou.org.au](http://www.lovemeloveyou.org.au)

### \$5,000 Donation

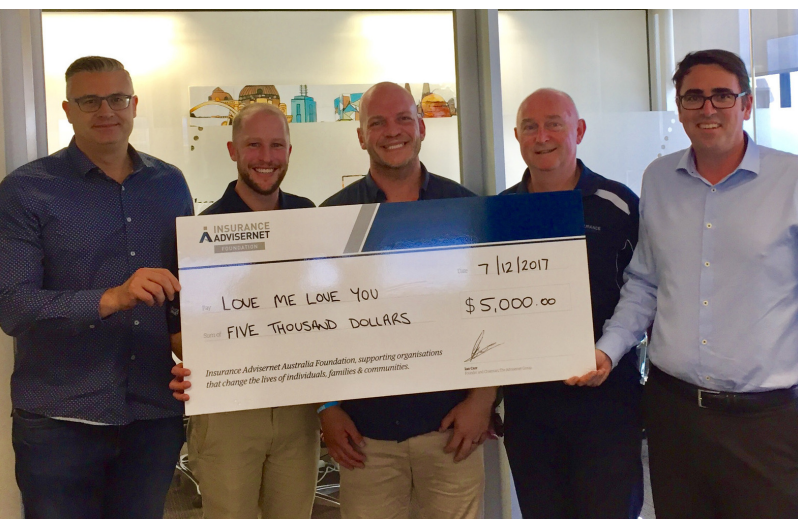
With nearly one in four young Australians unhappy with their lives, one in seven suffering from a mental health condition and more deaths by suicide than by car accidents, it is no surprise that substance abuse is on the increase.

Love Me Love You is a non-profit organisation that aims to empower our youth to re-engage with their community and not to be afraid to ask for help if it is needed. Empowerment is their founding principle, helping our youth to make positive changes in their lives and promoting awareness, education and acceptance of mental health issues within the Australian community.

IA is proud to support this worthy cause and in early December 2017, after Leigh Moulden, an IA Authorised Representative brought Love Me Love You to IA's attention, we donated \$5,000 to aid the continuation of their community based programs across Australia. The \$5,000 donation was presented to Love Me Love You by IA's Southern GM John Burke, accompanied by IA Authorised Representatives: Grant Bishop, Leigh Moulden and Tim Allen.

Founded by AFL footballer, Lance Picioane in 2013, the origins of Love Me Love You are based on Lance's own lifetime experiences. Feeling disempowered, depressed and filled with anxieties, Lance turned to substance abuse to fill a void in his life. While Lance has finally turned a corner and now lives a fulfilling life with his family, he understands the issues faced by young Australians and the difficulties in trying to make positive changes in their lives.

Love Me Love You has three on-going programs which they fund through donations and fund-raising events. First, they have a 14-hour Youth Mental Health First Aid Course for parents, teachers, youth works and anyone who works or lives with youths between 12 to 26 years of age. This course helps people to better understand mental health issues in young people.



Second, their 60-minute Empowering Parents Program is designed to help carers recognise the signs of mental health problems in their children and gives them the skills to seek the appropriate support. Third, Love Me Love You offers three short workshops aimed at reducing the stigma of mental health in the community and building resilience, goal setting and life skills in our youth.



Recipient	Work they do	Supporting Authorised Representative	Donation \$
Men's Shed Association	Prioritises the wellbeing of all men by providing a safe, friendly and welcoming place for men to work on meaningful projects and to contribute to the wider community.	Anthony Anastasio & Sean McDermott	\$25,000
A Brave Life	A Brave life focuses on encouraging and empowering young women to know their worth, to dream big and to LIVE LIFE BRAVE.	Jason Holmes	\$5,000
Baw Baw Big Blokes Foundation	Meet once a year for a single day of fundraising, hosting a lunch for up to 700 men to drive funding support for research into prostate cancer and other men's health issues.	Tim Allan & John Whiteside	\$10,000
Bega Valley Suicide Prevention	The Bega Valley Suicide Prevention Action Network (SPAN) facilitates community mental health education, encourages help-seeking behaviour and promotes partnerships which enhance community connectedness and wellbeing.	Kristy Martin	\$5,000
Orange Sky Laundry	Go around Australia in mobile vans washing laundry for the homeless	Darren Loades	\$10,000
Bushkids	Not-for-profit organisation which has been supporting the health and wellbeing of children and families in Queensland's regional, rural and remote communities for over 80 years.	Scott Stewart	\$4,000
Beyond Blue	Provides information and support to help Australians achieve their best possible mental health, whatever their age and wherever they live.	Ian Carr	\$30,000
Soul Café	Provides free meals to some of Newcastle's most disadvantaged community members – many of are homeless, have a mental illness, substance abuse issues or live in poverty.	Jeff Pender	\$5,000
Starlight Foundation	To brighten the lives of seriously ill children and their families	Ian Carr	\$40,000
Port Hacking Sailing Club	A community-based family club on the shores of Yowie Bay in Sydney's south. IA donated a defibrillator to the club.	Andrew Pearson	\$2,500
Top Blokes Foundation	Promotes the wellbeing of young men in Australia, aged from 11 to 24 years of age with a vision of ensuring that young men are happy, healthy and safe within their communities.	Grant Allsopp	\$26,000



Recipient	Work they do	Supporting Authorised Representative	Donation \$
Leukodystrophy Australia	Provides vital advocacy and financial assistance, as well as counselling and family networking services for sufferers of over 40 different genetic neurological conditions, or leukodystrophies.	Ian Carr	\$5,000
Livin	LIVIN is all about living your life at the top and breaking the stigma of mental health. Connecting, supporting and encouraging one another to talk about their feelings and challenges because "It Ain't Weak to Speak".	Will Freitas	\$2,500
Love me Love You	Love Me Love You is a non-profit organisation that strives to empower and build resilience in young adults so that they may overcome the stigma surrounding mental health and other life hardships.	Leigh Moulden	\$5,000
Pancare	Pancare's purpose is to increase survival and provide support to people affected by pancreatic cancer and other upper gastrointestinal cancers.	Peter Farrant	\$5,000
Pregnancy and Family Support	Assistance with mental health and post-natal support	Darren Loades	\$15,000
Prostate Cancer Foundation of Australia	To make discoveries that will reduce the impact of prostate cancer on Australian men, their partners and families, recognising the diversity of the Australian community.	Ian Carr	\$25,000
Reach Foundation	Run workshops to get young people talking and break down barriers to give them tools and skills to understand themselves and others better.	Ian Carr	\$10,000
RizeUp	Rizeup Australia is a community-driven organisation of passionate men and women, dedicated to supporting the brave families affected by domestic and family violence.	Jason Holmes	\$5,000
Royal Far West	Royal Far West is an Australian not for profit charity that provides specialist medical care and allied health support services for children from rural and remote areas in Australia		\$2,000
RUOK	A suicide prevention charity that aims to start life-changing conversations.	Peter Chamberlain	\$15,000

Recipient	Work they do	Supporting Authorised Representative	Donation \$
Leukodystrophy Australia	Provides vital advocacy and financial assistance, as well as counselling and family networking services for sufferers of over 40 different genetic neurological conditions, or leukodystrophies.	Ian Carr	\$5,000
Fight Duchenne Foundation	The Fight Duchenne Foundation (FDF) was established out of the desire to see tangible services and benefits given to the families of Australians affected by Duchenne muscular dystrophy (DMD).		\$1,000
Haven Home Safe	Haven Home Safe assist thousands of people each year who are in housing crisis, homelessness, or in financial stress, helping them address the issues leading to their circumstances and find appropriate housing		\$1,000
JDRF (Juvenile Diabetes Research Foundation)	The world's leading supporter of Type 1 diabetes research	Simon Feldman	\$19,300
SAHMRI (South Australian Health & Medical Research Institute)	An independent flagship organisation dedicated to improving health outcomes, both in Australia and around the world.	Wayne Trezona	\$25,000
Tour De Cure	A not-for-profit organisation that organises tours and events across Australia to fund pioneering Australian cancer projects	Gareth Jones	\$25,000



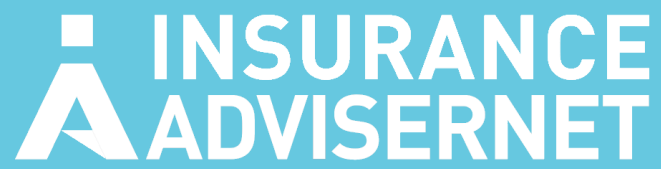
## FINANCIAL REPORT for year ending June 2018

# Insurance Advisernet Australia Foundation

## Year to Date - Income Statement

June 2018	
Total Income	405,535
Total Donations Paid	350,300
Gross Surplus / (Deficit)	55,235
Total Expenses	8,512
Operating Surplus / (Deficit)	46,723
Remaining Contribution FY 2017	261,269
Cash not allocated	307,992





FOUNDATION



[Facebook.com/iaahome](https://www.facebook.com/iaahome)



[@InsAdvisernet](https://twitter.com/InsAdvisernet)



[/iaahome](https://www.linkedin.com/company/iaahome)

[www.insuranceadviser.net/foundation](http://www.insuranceadviser.net/foundation)