WHAT A FINANCIAL NEEDS ANALYSIS ACTUALLY IS

Client guide | Parallax Insurance Brokers CC | NAMFISA LB/2587 | September 2026 | Johann Brand

Almost nobody can say what their family would actually receive if they died tonight — or how much of their salary they will be living on at 65. An analysis replaces the guess with a measured number. **It costs you nothing to find out.**

GAP FOUND ON ONE REAL FILE

N$ 28.3m

A 35-year-old director. Married, two children, every premium paid on time — and certain he was covered.

WHAT THE ANALYSIS COSTS YOU

N$ 0

No fee, no obligation. Commission is paid by the insurer, and only if you decide to act on it.

WHAT GETS MEASURED, AND HOW

- **Death** — the cash your estate needs on day one (bond, executor's fee at 3.5%+VAT, transfer, Master's fee, funeral), then the income your family must replace for life.
- **Permanent impairment** — every working year between today and 65, rising yearly, valued in today's money. Not a perpetuity, so nothing is double-counted.
- **Severe illness** — two years of income for treatment, travel to specialists and recovery, while the bond and school fees carry on regardless.
- **Retirement** — the pot you need at 65 to draw three-quarters of your salary, rising with inflation, to age 90 — against what your fund will honestly be worth.
- **Education** — per child, to the level you actually want: government, private or abroad, inflated to the year each child starts.

SIX QUESTIONS. ALMOST NOBODY ANSWERS ALL SIX.

1. **If you died tonight, how much cash is in your wife's account by Friday?** Not your total cover — the cash, that week. Fund money is paid at the trustees' discretion and routinely takes six to twelve months.
2. **Your largest life policy — does it pay your family, or your bank?** If it was ceded for the bond, the bank is paid and your family receives nothing from it. It still shows at full value on your schedule.
3. **Whose name is on the beneficiary nomination?** On a great many policies the honest answer is nobody. The money then falls into your estate and waits for an executor.
4. **Your cover at work is three times *which* salary?** Almost always your *pensionable* salary, not what you earn — and it ends the day you leave that employer.
5. **At 65, what percentage of today's salary will you live on?** A fund built on a third of your income can never catch your lifestyle, however well it performs. People discover this at 60.
6. **Is there a signed will — and does it still say what the first five answers assume?** Everything not paid to a named beneficiary passes under your will. Without one, the intestate rules decide, the Master appoints the executor, and no guardian is named for the children. It is what holds the other five answers together.

Guessed at more than one? **That is exactly the job** — five guesses replaced with five measured numbers, and one document that holds them together.

ONE REAL FILE, NAME REMOVED

WHAT HE BELIEVED	WHAT THE ANALYSIS FOUND
"My family is covered for the house."	His largest policy was **ceded to the bank**. His family would receive **nothing** from it.
"The policy pays my wife."	**No beneficiary nominated at all.** She would have waited on an executor.
"I have three times salary through work."	Three times his **pensionable** salary — about **a third** of what he really earned.
"I am covered if I am disabled."	Much of that "cover" was **his own savings handed back early**, not insurance.
"And if I get cancer?"	**No severe illness cover on any policy.** Not reduced — absent.

He was not careless and he was not badly advised. **Nobody had ever added it up.** His first fix cost nothing and took fifteen minutes.

THREE STEPS — STARTS TODAY

1. **You send one email.** Your fund benefit statement and policy schedules to cover@parallaxinsure.me, subject **FNA**. If you cannot find something, send what you have and I request the rest from the insurer. 10 minutes
2. **We talk.** Your real income, your children, what you want their schooling to look like, and what you want at 65. 45 minutes
3. **You get the pack, and you decide.** Anything from all of it to none of it — the free fixes stand either way. Within 5 working days

WHAT COMES BACK TO YOU

- **A one-page decision summary.** Your money in three pictures — if you die tomorrow, if you can never work again, and the day you turn 65. Today next to with-the-plan. Three tick-boxes, three prices. This is the page you actually read.
- **The full analysis.** Every calculation line by line in plain words, with the assumptions stated and the Namibian rules that apply — written so you or your accountant can check my arithmetic. If a number cannot be traced to a document, it does not go in.
- **A housekeeping list.** The fixes that cost nothing: beneficiary nominations, stale occupation records, a cession worth revisiting as the bond comes down, wills that need signing. I do the paperwork.

START WITH THE FREE ONE

Tonight, check who is nominated as the beneficiary on your policies — and whether any of them is ceded to your bank. If the answer is "nobody" or "I am not sure", send me the schedule. I will confirm it and lodge the nomination for you. It costs nothing, it takes fifteen minutes, and it is the single most common thing I find sitting unfixed in an otherwise good portfolio.

Johann Brand
cover@parallaxinsure.me
+264 81 239 7526
www.parallaxinsure.me