

# Matrix – for file note

Benefit Period	Premium – Yr 1	Benefits	Trade offs	Client preference (circle)	Trade offs articulated to client(s)
TA65	\$2,906	<b>Peace of mind</b> – long benefit period	Higher % of annual salary absorbed by premium. Less disposable income.  Any occ after 2 years?	Yes / No	Yes / No  __ / __ / __
5 yr	\$1,313	More affordable premium = More disposable income:  -More super -Extra mortgage repayments -More cash flow to offset rising cost of living  Own occ throughout	Shorter benefit period = AIA data: <b><u>3.6% probability/risk factor</u></b>  Necessitates TPD – 2 <sup>nd</sup> line of defence.	Yes / No	Yes / No  __ / __ / __

