

TAILORED PROTECTION AND TOTAL CARE PLAN SUPER

Helping your clients manage their premiums

May 2023 | For Advisers



HEALTHIER. LONGER.
BETTER LIVES

At AIA Australia (AIAA), our purpose is to make a difference. We do this by providing your clients with certainty and financial security and supporting them when they need us most.

We understand that the current economic conditions continue to be challenging for your clients. Below, you'll find information to support your client conversations with options to manage the cost of their Tailored Protection or Total Care Plan Super premiums and address any affordability concerns that may arise.

Making policy changes

There are a number of policy changes that you could make to help your clients retain their valuable life insurance, along with the option to review the sum insured or monthly benefits. The information below outlines some of these options and the potential premium savings for your clients.

Income Protection alterations (Closed to New Business Series)

The list below shows some options that apply to Tailored Protection and Total Care Plan Super policies. These options are examples only and are not specific to your client(s). If you require a quote to show the potential premium savings for an alteration, please contact your AIA Client Development Manager or Support team

Option	Approximate annual premium saving
Change from To Age 65 to 5 year benefit period	10–55%
Change from Agreed Value to Indemnity	15–30%
Change from 30 days to 90 days waiting period	30–45%
Change from Smoker to Non-smoker	10–25%
Remove Automatic Indexation	Up to 7%
Change premium frequency to semi-annual or annual	3–7%
Remove Increasing Claims option	For 2 year and 5 year benefit periods – up to 5%
	For other benefit periods – up to 15%
Remove Split Ordinary policy from Split Income Protection	5–25%
Change from Income Care Platinum to Income Care Plus	Up to 5%
Change from Income Care Platinum to standard Income Care	20–45%
Change from Income Care Plus to standard Income Care	15–40%
Remove Super Continuance Option	5–15%

Option	Approximate annual premium saving
Remove Accident Option	2–12%
Remove Permanent Disablement Cover option (PDCO)	5–10%

Disclaimer: These annual premium saving percentages are calculated based on Income Care Range policies for customers aged 30–60.

Lump Sum alterations (Closed to New Business Series)

Option	Approximate annual premium saving
Change TPD Cover definition from Own to Any Occupation	Up to 30%
Remove Trauma Plus Cover	Up to 10%
Remove Trauma Reinstatement Booster	Up to 30%

Disclaimer: These annual premium saving percentages are based on Total Care Plan policies and Total Care Plan Super policies for customers aged 30–60.

Important information

The above options are examples only and may not apply to your client. You can request a quote specific to your client’s situation from AIAA.

The premium saving percentages are indicative only and may vary from policy to policy, depending on a number of factors including, but not limited to:

- client’s personal details, such as, age, sex, smoker status, occupation and health status, and
- policy structures, premium type and indexation.

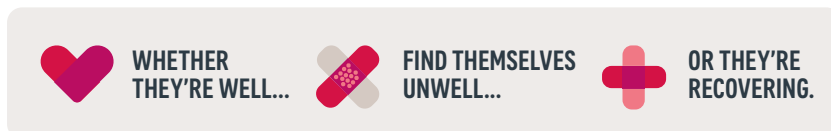
Some options, once removed or changed, may no longer be available or will be subjected to further Underwriting assessment to be added back

AIA Embrace

AIA Embrace is our holistic wellbeing ecosystem of world-class programs and partnerships designed to support people’s everyday health and wellbeing at every stage of lifes journey.

AIA Embrace is about everything needed to help clients embrace better wellbeing.

We’re proud of our shared value approach to insurance, and its role in delivering on our dream to champion Australia to be the healthiest and best protected nation in the world.



Looking for further support

You can access resources on the [Adviser Portal](#) (previously known as the CommInsure Adviser portal), which can provide you with the following information:

- Access a list of your clients impacted by repricing for the upcoming month
- View your clients’ details and their current covers
- Access Adviser FAQs about the 2023 rate review

Alternatively, you can contact your AIA Client Development Manager or Support team on 1800 033 490, 9am – 5pm (AEST/ AEDT), excluding public holidays.