



HEALTHIER, LONGER,  
BETTER LIVES

# AIA AUSTRALIA STATEMENT OF ADVICE GUIDE FOR PRIORITY PROTECTION

Strictly confidential – for Advisers only

November 2021



[aia.com.au](https://aia.com.au)

# PURPOSE OF THIS GUIDE

**This guide contains a brief description of AIA Australia and a summary of some of the main features and terms of AIA Australia's Priority Protection benefits.**

It is intended for use by financial advisers who recommend AIA Australia's Priority Protection products. Those advisers remain responsible for preparing and giving their clients a Statement of Advice in accordance with applicable law, and for the contents of that Statement of Advice. AIA Australia takes no responsibility for reliance by any person on the information provided in this guide.

Please refer to the current Priority Protection Product Disclosure Statement for full product details.

This information is correct as at 25 September 2021 and may be subject to change without notice.

# CONTENTS

<b>Purpose of this guide</b> .....	<b>2</b>
<b>Why choose AIA Australia</b> .....	<b>5</b>
AIA Vitality.....	5
Flexible applications and underwriting.....	5
Solutions based technology .....	5
Claims philosophy.....	5
Medix.....	5
Product highlights and premium structure options.....	6
Life Cover .....	6
Crisis Recovery .....	6
Total and Permanent Disablement (TPD) .....	6
Income Protection CORE.....	6
Forward Underwriting Benefit.....	6
Repayment Relief .....	6
Medix .....	7
Stepped premium .....	7
Level premium .....	7
Term Level.....	7
Optimum .....	7
<b>Priority Protection – Statement of Advice Guide</b> .....	<b>8</b>
Life Cover Plan.....	8
Life Cover.....	8
Accidental Death .....	9
Total and Permanent Disablement (TPD) .....	9
Universal Total and Permanent Disablement (Universal TPD) .....	10
Total and Permanent Disablement Buy-back .....	10
Waiver of Premium.....	10
Double Total and Permanent Disablement (Double TPD).....	11
Double Universal Total and Permanent Disablement (Double Universal TPD) .....	12
Accidental Total and Permanent Disablement (Accidental TPD) .....	12
Crisis Recovery .....	13
Crisis Recovery .....	14
Crisis Recovery Buy-back .....	14
Crisis Reinstatement.....	14
Crisis Extension.....	15
Crisis Extension.....	16
Double Crisis Recovery.....	17
Needlestick Injury .....	17
Forward Underwriting.....	17
Business Safeguard Forward Underwriting.....	18
Repayment Relief .....	18

Income Protection Plan – Income Protection CORE (Indemnity only).....	19
Income Protection CORE.....	19
Claims Escalation.....	20
Retirement Protector.....	20
Superannuation Life Cover Plan.....	21
Superannuation Life Cover.....	21
Superannuation Accidental Death.....	21
Superannuation Universal Total and Permanent Disablement (Universal TPD).....	21
Superannuation Total and Permanent Disablement Buy-back.....	21
Superannuation Waiver of Premium.....	22
Superannuation Double Total and Permanent Disablement (Double TPD).....	22
Superannuation Double Universal Total and Permanent Disablement (Double Universal TPD).....	22
Repayment Relief(outside of super).....	23
Maximiser (outside of super).....	23
Superannuation Accidental Total and Permanent Disablement (Accidental TPD).....	23
Transferability of superannuation benefits.....	24
Super Tax Rebate.....	24
Repayment Relief.....	24
Superannuation Income Protection Plan (Income Protection CORE) – Indemnity.....	25
Superannuation Income Protection CORE.....	25
Claims Escalation.....	25
Retirement Protector.....	25
Replacing Income Protection cover with Income Protection CORE.....	26
Summary of key differences.....	26
Income Protection.....	26
Income Protection CORE.....	26
Summary of key differences.....	27
Income Protection.....	27
Income Protection CORE.....	27
<b>Statement of Advice wording for Closed Priority Protection Income Protection Products.....</b>	<b>28</b>
Income Protection Plan (Indemnity or Extended Indemnity).....	29
Income Protection.....	29
Income Protection.....	30
Business Expenses.....	31
Superannuation Income Protection Plan – Indemnity or Extended Indemnity.....	32
Superannuation Income Protection.....	32
Super Tax Rebate.....	33

# WHY CHOOSE AIA AUSTRALIA

Our dream is to make Australia and New Zealand the healthiest, best protected nations in the world. We can't do it alone. We need healthy partnerships with Advisers who share our passion for making a difference in people's lives.

By combining your expertise in financial advice and ours in life, health and wellbeing, we can make a real difference for your clients, your business and for you. Together, we can help more people live Healthier, Longer, Better Lives.

To make the greatest difference for your clients, our communities and ourselves – we need to work together. For The Better.

## AIA Vitality

AIA Vitality is a personalised, scientifically-backed program that supports members every day to make healthier lifestyle choices. It shows members how healthy they are now, provides them with the tools to start improving their health right away, and offers great incentives to keep them motivated along their journey – including lifestyle rewards, savings on everyday expenses and even discounts on their insurance.

Integrating health and wellbeing into your current service offering can help grow your business by:

- increasing your customer value proposition (CVP) and client referrals as you integrate health and wellbeing into your current service offering.
- providing opportunities to expand the conversation you have with your clients to cover not only insurance, finance, superannuation and investment, but also health and wellbeing

Please refer to [aiavitality.com.au](http://aiavitality.com.au) for current program details. You can access the Statement of Advice wording for AIA Vitality on the AIA Adviser Site.

## Flexible applications and underwriting

We offer tele-application and tele-underwriting, giving you and your clients direct access to our team of expert staff, making the application and underwriting processes streamlined and tailored to the individual needs of your clients.

## Solutions based technology

- eApp Express
- eClaims and teleclaims
- Proposals in Progress (PIP) reports
- Adviser Site
- Adviser Self Service
- Docusign software

## Claims philosophy

As a company that protects the lives of more than 3.8 million Australians, we're committed to helping people when they need it most.

During 2020, AIA Australia paid over \$2.2 billion in retail, group and direct insurance policies.\*

## Medix

### Medix Personal Health Mentor

AIA Australia partners with Medix, a global healthcare management company that provides worldclass support to those dealing with a serious medical condition.

As part of their Priority Protection and AIA Health policies, eligible customers have access Medix's international network of health professionals. With over 300 in-house doctors, and over 4,000 medical specialists worldwide Medix ensures access to the best personalised care for patient treatment and recovery. AIA customers who holds an eligible individual Life Insurance or Health Insurance policy can access Medix support for a broad range of conditions, including:



CANCER



CARDIOVASCULAR DISEASES



NON-EMERGENCY ORTHOPAEDIC CONDITIONS



COVID-19 (CONDITIONS APPLY)



MENTAL HEALTH

\* Includes payments made by AIA Australia Limited and the life insurance business previously known as The Colonial Mutual Life Assurance Society Limited (CMLA).

# Product highlights and premium structure options

## AIA Australia product highlights

<b>Life Cover</b>	<ul style="list-style-type: none"> <li>• Complimentary Family Protection – on the death or diagnosis of a terminal illness of the life insured's child, a lump sum benefit of up to \$20,000 will be paid.</li> <li>• Family Protection – Family Protection can also be added as an optional benefit, where if the insured child suffers one of the listed Crisis Events, a lump sum up to the full nominated Family Protection sum insured will be paid.</li> <li>• Final Expenses Benefit – If the life insured dies before the benefit expires, an advance payment of the lesser of 10% of the sum insured, and \$25,000 will be paid as a lump sum to the policy owner or nominated beneficiary/ies to assist with immediate financial expenses.</li> <li>• Financial Planning Reimbursement benefit - if a claim is paid for death or terminal illness the policy owner or nominated beneficiary/ies will be reimbursed up to \$3,000 (on any one life insured under all policies with us) for any costs associated with obtaining financial advice in relation to the claim.</li> </ul>
<b>Crisis Recovery</b>	<ul style="list-style-type: none"> <li>• Prostate Cancer – 100% of the Sum Insured (up to a maximum of \$500,000) will be paid for prostate cancers classified as T1a*.</li> <li>• Skin Cancer – 100% of the Sum Insured paid for any melanoma where the tumour is with ulceration, or is diagnosed as 1 mm or greater**, or Clark Level 3 or greater in depth of invasion.</li> <li>• Non-melanoma Skin Cancer – 100% of the Sum Insured paid for any non-melanoma skin cancer that has spread to the bone, lymph node, or another distant organ.</li> <li>• Breast Cancer – 100% of the Sum Insured paid for carcinoma in situ† of the breast, where the entire breast is removed, or where other surgery and treatment (e.g. radiotherapy and/or chemotherapy) is performed.</li> <li>• All Crisis Recovery policies include Complimentary Family Protection with a payment of up to \$20,000 made in the event of the death or terminal illness diagnosis of a dependent child, or specified Crisis event.</li> </ul>
<b>Total and Permanent Disablement (TPD)</b>	<p>Our TPD cover solution provides the choice of four benefits:</p> <p><b>For full-time and permanent part-time‡ workers and those on unpaid home duties</b></p> <ol style="list-style-type: none"> <li>1. Total and Permanent Disablement (TPD)</li> <li>2. Accidental Total and Permanent Disablement (Accidental TPD)</li> </ol> <p><b>For all employment types</b></p> <ol style="list-style-type: none"> <li>3. Universal Total and Permanent Disablement</li> </ol>
<b>Income Protection CORE</b>	<p>AIA offers a flexible Income Protection option outside or inside super.</p> <ul style="list-style-type: none"> <li>• Total and Partial Disablement Benefits;</li> <li>• Rehabilitation Expenses reimburses or covers the cost of your participation in a pre-approved rehabilitation program, occupational services, aides, equipment and/or modifications</li> <li>• a number of additional benefits under a separate Complimentary Income Protection CORE Extras policy</li> </ul>
<b>Forward Underwriting Benefit</b>	<ul style="list-style-type: none"> <li>• If selected on existing Life Cover, Crisis Recovery and/ or TPD policy, the Forward Underwriting Benefit allows purchase of additional cover between \$100,000 and \$10million Life, TPD and Crisis Recovery (subject to benefit maximums, and when a personal, business or other event occurs) with no further medical underwriting required.</li> </ul>
<b>Repayment Relief</b>	<ul style="list-style-type: none"> <li>• The Repayment Relief benefit can be selected as a rider benefit for Life Cover, Accidental Death, Term Cover, TPD Stand Alone, Universal TPD Stand Alone and Life Cover Superannuation Maximiser.</li> <li>• AIA will provide you with the option to purchase the Repayment Relief benefit which will provides a monthly benefit for up to 90 days to help cover your minimum monthly home loan repayments if you are made Involuntarily Unemployed for more than 60 consecutive days. You must be employed for 180 consecutive days just prior to involuntary unemployment and since the policy started. The benefit amount will be determined based on the agreed value of your Minimum Monthly Home Loan Repayment provide at the time of applying for the benefit (maximum of \$7,500 per month).</li> </ul>

**NOTE:** The Repayment Relief benefit is not available for Self Employed

\* Using the TNM classification system.

\*\* In Breslow's depth of invasion.

† Carcinoma in situ refers to a primary uncontrolled growth of cells that remains in the original location, and has not invaded or destroyed neighbouring tissues, nor penetrated the basement membrane, and confirmed by histopathology.

‡ To qualify as a permanent part-time worker the insured must be working a minimum of 15 hours per week/3 days a week/48 weeks a year with paid sick/annual leave.

## Medix

---

- Medix**
- AIA Priority Protection Life Insurance customers have access to AIA's partner Medix, Personal Health Mentor services for eligible medical conditions.
  - Medix is a global healthcare management company specialising in Personal Health Mentor services, with 300 in-house doctors and the support of a global network of over 4,000 accredited medical specialists and over 2,000 accredited medical centres worldwide.
  - Medix is complimentary to eligible AIA Priority Protection Life Insurance customers for the most common illness types based on claims experience, including Cancer, cardiovascular, non-emergency orthopaedic conditions and mental health. Medix helps both chronic and acute conditions, as well as pre-existing conditions.
  - Your dedicated Medix Doctor and dedicated Medix Nurse will be your medical advocates. They will consult on your behalf with leading specialists around the world to reassess your medical case. If required, they'll recommend further tests to confirm your diagnosis. They'll provide you with comprehensive, up to date and reliable information about medical treatments available and discuss a personalised treatment plan with you and, at your request, engage with your treating doctors.
  - Medix has no commercial incentive to change your diagnosis or treatment plan. They'll work with you, and your treating physicians, to ensure you have access to the best care and support you require for a minimum period of three months. This can be extended if medically necessary.
  - Access to the Medix Personal Health Mentor service does not form part of your insurance policy and your utilisation of the service is separate to any AIA claims and underwriting processes.
- 

## Premium structures available for recommendation

---

- Stepped premium**
- The premium will generally increase at each policy anniversary in-line with the life insured's age, until the benefit expiry date.
- 
- Level premium**
- This premium structure means premiums will be based on the current premium rate applicable to your customer's age at the start of the Policy and this will remain the same until the Policy Anniversary prior to their 65th or 70th birthday. Premiums will then convert to Stepped and be payable until the Expiry Date of the benefit.
  - This premium structure although different to stepped premium can delivery a stablisation of the premiums.
- 
- Term Level**
- This premium structure keep premiums constant for an initial term of either 5, 10 or 15 years.
  - After this period expires, the premium will default to a stepped premium until the benefit Expiry date.
  - When the premium defaults to stepped, you will receive a 2.5% loyalty discount at the end of the initial term of 5, 10 or 15 years.
  - The term level premium structure is available only when the life insured is age 35 next birthday or older.
  - When compared to Level premiums, dependent on a client's situation and cover chosen, Term Level premiums may offer significant savings.
  - In addition to savings over the selected term, cumulative Term Level premiums will always be lower than cumulative Stepped premiums.
- 
- Optimum**
- Premiums will commence on a stepped basis and automatically convert to the level basis once the stepped premium rates are greater than the level premium rates.
  - Level premium rates then remain constant each year up to 65th birthday or expiry date of benefit if earlier.
  - Optimum premium is available when the life insured is age 35 years next birthday or older.
-

# PRIORITY PROTECTION – STATEMENT OF ADVICE GUIDE

Life insurance benefits vary from company to company. In making this recommendation, we have used the latest industry research to evaluate the costs and the features of life insurance products from life insurers across Australia, with the benefits and flexibility of AIA Australia's products. We believe AIA Australia's Priority Protection product range has some unique features compared to other life insurers.

## Life Cover Plan

### Reasons for recommending AIA Australia

#### Life Cover

- The Life Cover benefit will pay a lump sum in the event of your death before the latest policy anniversary prior to your 100th birthday in order to meet your life protection needs.
- If you are diagnosed with a terminal illness and have less than 24 months to live, then in accordance with the terms and conditions of the policy, AIA Australia will pay the full sum insured under the Life Cover benefit before your death. This then provides you the opportunity to finalise your estate in an orderly fashion.
- AIA Australia provides you with the opportunity to include the cover for crisis events and Total and Permanent Disablement (TPD) in the one contract.
- Following payment of a TPD claim you can re-purchase the death cover after 12 months of the TPD benefit being paid (known as the 'TPD Buy-back benefit').
- Following payment of a Crisis Recovery claim you can re-purchase the death cover after 12 months of the Crisis Recovery benefit being paid (known as the 'Crisis Recovery Buy-back benefit').
- AIA Australia also provides the facility to split your life cover needs between individual cover and a superannuation fund, at no additional cost to you.
- AIA Australia ensures that you will receive all benefit improvements during the life of your policy where there is no additional premium charged for the benefit improvement.
- AIA Australia will allow you to automatically increase your Life Cover sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.
- AIA Australia will pay an advance amount of 10% of your Life Cover sum insured up to a maximum of \$25,000, in a lump sum, to your nominated beneficiary/ies to assist them with the payment of immediate final expenses, such as funeral costs.
- AIA Australia provides you with insurance cover whilst your application is being considered. This is known as Interim Cover which offers immediate protection in the event you die by accident before your policy is issued. Cover is provided from the date AIA Australia receives the full application. In addition, once the application has been received the Interim Cover is valid for up to another 90 days while the application is being assessed.
- Greater protection is available for your individual or business needs by way of increasing your Life Cover and TPD sum insured, subject to certain conditions, without the need for any further medical evidence being supplied. This facility is known as the Guaranteed Future Insurability benefit.
- The Life Cover benefit gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit.
- The Complimentary Final Family Expenses benefit will provide you with a lump sum benefit up to a maximum of the lesser of: \$20,000 and 10% of the sum insured, if your child dies or is diagnosed with a Terminal Illness.
- AIA Australia provides cover worldwide, 24 hours a day.

## Reasons for recommending AIA Australia

---

### Accidental Death

- The Accidental Death benefit will pay a lump sum if your death is as a result of an accident, before the benefit expires. Death must occur within six months of the accident taking place.
- AIA Australia guarantees that you will be issued with the Accidental Death benefit without any form of medical underwriting, irrespective of your state of health.
- The premium that you are charged for the Accidental Death benefit is a level premium from the date your benefit starts until expiry of the benefit, latest policy anniversary prior to your 100th birthday.
- The cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit.

### Total and Permanent Disablement (TPD)

- This cover provides a lump sum payment if you suffer total and permanent disablement or partial and permanent disablement before the expiry of the benefit.
  - **(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D)** AIA Australia applies a three-month waiting period to your Total and Permanent Disablement benefit. This means if you are unable to work because you are disabled AIA Australia will assess your claim after just three months of the event occurring.
  - **(For occupation category Home Duties)** A three-month waiting period applies to your Total and Permanent Disablement (Home Duties) benefit definition. This means if you are unable to perform domestic duties because you are disabled AIA Australia will assess your claim after three months of the event occurring.
  - Under 'Day 1 TPD', we will not require you to be absent from employment for an uninterrupted period of three consecutive months if you suffer one of the specified 'Other Serious Crisis Events' and as a result you would otherwise meet the definition if Total and Permanent Disablement applicable under the policy. Not applicable to the Total and Permanent Disablement (Universal) definition.
  - **(For occupation category E)** A waiting period may apply to your Total and Permanent Disablement (Universal) benefit definition. This waiting period could be 3 months, if you are unable to perform at least two of the 'activities of daily living' or 6 months if you suffer permanent significant cognitive impairment. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three or six months of the event occurring. A waiting period does not apply for the Loss of Use of Limbs and/or Sight, Mental Illness (permanent and severe), Hemiplegia, Paraplegia, Quadriplegia or Motor Neurone Disease, as defined.
  - **(For occupation categories A1, A2, A3, A4, M, B1, B2, C1 and C2)** AIA Australia has the facility to provide up to \$5 million of TPD cover.
  - **(For occupation categories A1, A2, A3, A4, M)** TPD cover can continue past the latest policy anniversary prior to your 70th birthday, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100th birthday. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform at least two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined.
  - **(For occupation categories B1, B2, C1, C2 and D and Home Duties)** TPD cover can continue past the latest policy anniversary prior to your 65th birthday, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100th birthday. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined.
  - **(Total and Permanent Disablement (Any Occupation))** If you are covered under the Total and Permanent Disablement (Any Occupation) definition and are able to return to work but, during the 12-month period commencing from your return to work you earn less than 25% of your income generated in the previous 12 months of performing your own occupation, AIA Australia will pay your full Total and Permanent Disablement (Any Occupation) benefit.
  - AIA Australia will pay you a partial benefit if, subject to the terms and conditions of the policy, you suffer the permanent loss of use of one arm, or one foot or the loss of sight in one eye.
  - Total and Permanent Disablement Stand Alone cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit.
  - Life Cover Purchase **(under the Total and Permanent Disablement Stand Alone)** gives you the option to buy Life Cover without further medical underwriting where 100% of a claim has been paid for the Total and Permanent Disablement Stand Alone benefit.
  - AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.
-

## Reasons for recommending AIA Australia

---

<b>Universal Total and Permanent Disablement (Universal TPD)</b>	<ul style="list-style-type: none"> <li>• This cover provides a lump sum payment if you suffer a Loss of Independence, Mental Illness (severe and permanent), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease (as defined in the relevant policy document) before the expiry of the benefit.</li> <li>• If you suffer a Loss of Independence as a result of permanent significant cognitive impairment, AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period.</li> <li>• If you suffer a Loss of Independence due to an inability to perform at least two of the ‘activities of daily living’, AIA Australia requires you to be under continuous care and supervision by another adult person for at least three consecutive months. AIA Australia will assess your claim at the end of the three month period.</li> <li>• <b>(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties)</b> AIA Australia has the facility to provide up to \$2 million of Universal TPD cover, or \$1 million for Home Duties if this is a Rider benefit to Crisis Recovery, in accordance with the terms and conditions of the policy, and expires at the latest policy anniversary prior to your 70th birthday. Your cover can continue past the latest policy anniversary prior to your 70th birthday if you suffer a Loss of Independence, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100th birthday. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform at least two of the five ‘activities of daily living’, suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined.</li> <li>• <b>(For occupation category E)</b> AIA Australia has the facility to provide up to \$2 million of Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55th birthday.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> </ul>
<b>Total and Permanent Disablement Buy-back</b>	<ul style="list-style-type: none"> <li>• Total and Permanent Disablement Buy-back automatically reinstates the Life Cover Sum Insured amount that is reduced after the payment of a full TPD claim. The Life Cover Sum Insured is reinstated on the date 12 months after the payment of the claim.</li> </ul>
<b>Waiver of Premium</b>	<ul style="list-style-type: none"> <li>• <b>(For occupation categories A1, A2, A3, A4, M)</b> The Waiver of Premium benefit will waive premiums for benefits held under the Life Cover Plan and Crisis Recovery Stand Alone Plan in the event that you become totally and permanently disabled or partially and permanently disabled before your benefit expiry date (i.e. the latest policy anniversary before your 70<sup>th</sup> birthday) in accordance with the terms and conditions of your policy. The waiving of premiums will cease at your benefit expiry date.</li> <li>• <b>(For occupation categories B1, B2, C1, C2, D and Home Duties)</b> The Waiver of Premium benefit will waive premiums for benefits held under the Life Cover Plan and Crisis Recovery Stand Alone Plan in the event that you become totally and permanently disabled or partially and permanently disabled before your benefit expiry date (i.e. the latest policy anniversary before your 65<sup>th</sup> birthday) in accordance with the terms and conditions of your policy. The waiving of premiums will cease at your benefit expiry date.</li> <li>• <b>(For occupation category E)</b> The Waiver of Premium benefit will waive premiums for benefits held under the Life Cover Plan and Crisis Recovery Stand Alone Plan in the event that you become totally and permanently disabled or partially and permanently disabled before the expiry date of your benefit (i.e. the latest policy anniversary before your 55<sup>th</sup> birthday) in accordance with the terms and conditions of your policy. However, the waiving of premiums will continue beyond your benefit expiry date and will cease at the latest policy anniversary before your 65<sup>th</sup> birthday.</li> </ul>

---

## Reasons for recommending AIA Australia

---

### Double Total and Permanent Disablement (Double TPD)

- Double TPD cover provides a lump sum payment if you suffer total and permanent disablement or partial and permanent disablement before the expiry of the benefit.
  - (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D) AIA Australia applies a three-month waiting period to your Total and Permanent Disablement benefit. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring.
  - (For occupation category Home Duties) A three-month waiting period applies to your Total and Permanent Disablement (Home Duties) benefit definition. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring.
  - (For occupation category E) A waiting period may apply to your Total and Permanent Disablement (Universal) benefit definition. A three-month waiting period applies if you are unable to perform at least two of the 'activities of daily living'. A six-month waiting period applies if suffer permanent significant cognitive impairment. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three or six months of the event occurring. A waiting period does not apply for the Loss of Use of Limbs and/or Sight, Mental Illness (permanent and severe), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease, as defined.
  - (For occupation categories A1, A2, A3, A4, M) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the Life Cover will be waived until the latest policy anniversary prior to your 70<sup>th</sup> birthday.
  - (For occupation categories B1, B2, C1, C2, D and Home Duties) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the Life Cover will be waived until the latest policy anniversary prior to your 65<sup>th</sup> birthday.
  - (For occupation category E) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55<sup>th</sup> birthday.
  - (For occupation categories A1, A2, A3, A4, M, B1, B2, C1 and C2) AIA Australia has the facility to provide up to \$5 million of Double TPD cover.
  - (For occupation categories A1, A2, A3, A4, M) TPD cover can continue past the latest policy anniversary prior to your 70<sup>th</sup> birthday, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100<sup>th</sup> birthday. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined.
  - (For occupation categories B1, B2, C1, C2, D and Home Duties) TPD cover can continue past the latest policy anniversary prior to your 65<sup>th</sup> birthday, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100<sup>th</sup> birthday. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined.
  - (For occupation category E) AIA Australia has the facility to provide up to \$2 million of Double TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55<sup>th</sup> birthday.
  - AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.
-

## Reasons for recommending AIA Australia

<b>Double Universal Total and Permanent Disablement (Double Universal TPD)</b>	<ul style="list-style-type: none"> <li>• Double Universal TPD cover provides a lump sum payment if you suffer a Loss of Independence, Mental Illness (severe and permanent), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease before the expiry of the benefit.</li> <li>• If you suffer a Loss of Independence as a result of permanent significant cognitive impairment, AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period.</li> <li>• If you suffer a Loss of Independence due to an inability to perform at least two of the ‘activities of daily living’, AIA Australia requires you to be under contentions care and supervision by another adult person for at least three consecutive months. AIA Australia will assess your claim at the end of the three month period.</li> <li>• <b>(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties)</b> After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 65<sup>th</sup> birthday.</li> <li>• <b>(For occupation category E)</b> After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55<sup>th</sup> birthday.</li> <li>• <b>(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties)</b> AIA Australia has the facility to provide up to \$2 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will expire at the latest policy anniversary prior to your 65<sup>th</sup> birthday. Your cover can continue past the latest policy anniversary prior to your 65<sup>th</sup> birthday if you suffer a Loss of Independence, Mental Illness (severe and permanent), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease according to the terms and conditions of the policy until the latest policy anniversary prior to your 70<sup>th</sup> birthday. Then, your cover can continue past the latest policy anniversary prior to your 70<sup>th</sup> birthday if you suffer a Loss of Independence according to the terms and conditions of the policy, and cover will cease at the policy anniversary prior to your 100<sup>th</sup> birthday.</li> <li>• <b>(For occupation category E)</b> AIA Australia has the facility to provide up to \$2 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55<sup>th</sup> birthday.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> </ul>
<b>Accidental Total and Permanent Disablement (Accidental TPD)</b>	<ul style="list-style-type: none"> <li>• The Accidental TPD benefit will pay a lump sum if your total and permanent disablement is as a result of an accident, before the benefit expires.</li> <li>• The premium that you are charged for the Accidental TPD benefit is a level premium from the date your benefit starts until expiry of the benefit.</li> <li>• <b>(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D)</b> AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Any Occupation) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring.</li> <li>• <b>(For occupation category Home Duties)</b> AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Home Duties) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring.</li> <li>• <b>(For occupation categories A1, A2, A3, A4, M)</b> Accidental TPD cover can be provided for up to \$2 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental TPD (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 70<sup>th</sup> birthday.</li> <li>• <b>(For occupation categories B1, B2, C1, C2 and D)</b> Accidental TPD cover can be provided for up to \$2 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 65<sup>th</sup> birthday.</li> <li>• <b>(For occupation category Home Duties)</b> Accidental TPD cover can be provided for up to \$2 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Home Duties) up until the expiry age of the benefit, the latest policy anniversary prior to your 65<sup>th</sup> birthday (except where Accidental TPD cover is a rider benefit to Crisis Recovery it will provide up to \$1 million).</li> <li>• Accidental TPD Stand Alone cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> </ul>

## Reasons for recommending AIA Australia

---

### Crisis Recovery

- Crisis Recovery pays a lump sum if you are diagnosed with one of the crisis events covered by the policy. It covers a range of illnesses such as heart attack, coronary artery disease, stroke and cancer.

#### Select the appropriate benefit:

- The Crisis Recovery Stand Alone benefit provides a lump sum payment on the occurrence of any one of 47 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 70<sup>th</sup> birthday, in accordance with the terms and conditions of the policy.

or

- The Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 47 specified crisis events up to \$2 million (except Home Duties which is up to \$1 million) and can continue up to the latest policy anniversary prior to your 70<sup>th</sup> birthday, in accordance with the terms and conditions of the policy.
- The period of cover can be extended from the latest policy anniversary prior to your 70<sup>th</sup> birthday to the latest policy anniversary prior to your 100<sup>th</sup> birthday if you select the Crisis Recovery benefit as a rider under the Life Cover benefit.
  - (For occupation categories A1, A2, A3, A4, M) During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living'; suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined.
  - (For occupation categories B1, B2, C1, C2 and D) During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living'; suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. Home Duties can be provided with cover for up to \$1 million under the same terms as B1, B2, C1, C2 and D, e.g. unable to perform 2 of the 5 activities.
- The cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the policy.
- The policy provides free cover of \$20,000 for all your dependent children between the ages of 2 years and 17 years inclusive should they suffer one of 23 listed Crisis Events.
- AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.
- (For Crisis Recovery Stand Alone) The benefit will provide a Death Cover benefit of up to \$5,000 if you die and no benefit was payable for a Crisis Event.

#### (Where cover for a male client is being recommended)

- AIA Australia will pay the full Crisis Recovery benefit sum insured for all types of malignant prostate cancers classified as T1b or greater and for any stage of prostate cancer where major interventionist therapy has been performed. 100% of the Crisis Recovery benefit sum insured up to a maximum of \$500,000 will be paid for malignant prostate cancers classified as T1a. Unlike most other life companies, there is no requirement for surgery, invasive procedures or any form of therapy before this payment can be received.
- AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the penis and testicle.

#### (Where cover for a female client is being recommended)

- AIA Australia will pay the full Crisis Recovery benefit for Carcinoma in Situ of the breast where the entire breast is removed or where other surgery and adjuvant therapy (such as radiotherapy and/or chemotherapy) is performed specifically to arrest the spread of malignancy.
  - AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the vagina, ovary, cervix-uteri, vulva, fallopian tube and breast where no mastectomy is performed.
-

## Reasons for recommending AIA Australia

---

### Crisis Recovery

(Where special acceptance terms have been provided)

AIA Australia has offered you Crisis Recovery cover under special acceptance terms for:

Select the appropriate benefit:

- Cancer and Coronary

The Crisis Events groups covered are:

- Cancer Events &
- Coronary Events.

- Cancer Plus

The Crisis Events groups covered are:

- Cancer Events &
- Other Serious Crisis Events

- Coronary Plus

The Crisis Events groups covered are:

- Coronary Events &
- Other Serious Crisis Events

- The premium that you are charged for the Crisis Recovery benefit under the special acceptance terms will be based on the Crisis Events groups offered.
- Life Cover Purchase (under Crisis Recovery Stand Alone) gives you the option to buy Life Cover without further medical underwriting where 100% of a claim has been paid for the Crisis Recovery Stand Alone benefit.
- Life Cover Purchase (under the Total and Permanent Disablement rider benefit under Crisis Recovery Stand Alone) gives you the option to buy Life Cover without further medical underwriting where 100% of a claim has been paid for the Total and Permanent Disablement benefit.

### Crisis Recovery Buy-back

- Crisis Recovery Buy-back automatically reinstates the Life Cover Sum Insured that is reduced after the payment of a full Crisis Recovery claim, a restricted benefit for the diagnosis of Prostate cancer or a Crisis Extension claim. The Life Cover Sum Insured is automatically reinstated on the date 12 months after the payment of the claim.

### Crisis Reinstatement

Select the appropriate benefit:

- As you have selected Crisis Recovery as a rider benefit under the Life Cover benefit, Crisis Reinstatement automatically reinstates your Crisis Recovery Sum Insured following the payment of a Crisis Recovery claim for the full sum insured. The reinstatement automatically occurs on the first anniversary of the date that your Crisis Recovery claim was paid. You must exercise the Crisis Recovery Buy-back option at the same time as the Crisis Recovery Reinstatement option.

or

- As you have selected Crisis Recovery Stand Alone benefit, Crisis Reinstatement automatically reinstates your Crisis Recovery Stand Alone Sum Insured 30 days after the date that your Crisis Recovery Stand Alone claim for the full sum insured was paid.
-

## Reasons for recommending AIA Australia

### Crisis Extension

- Crisis Extension is a benefit added to Crisis Recovery that offers more personalised and flexible cover.
- Crisis Extension will pay a lump sum if you are diagnosed with a condition which meets the definition of one of the Crisis Extension Events listed below.

	<b>Crisis Recovery</b>	<b>Crisis Extension</b>																										
<b>Cancer Events</b>	All cancers, partials for early stage prostate, skin and carcinoma in situ.	Advanced/Invasive cancers, i.e. stage 3 or greater																										
<b>Coronary Events</b>	<ol style="list-style-type: none"> <li>1. Heart attack</li> <li>2. Stroke</li> <li>3. Coronary Artery By-pass Surgery</li> <li>4. Heart valve surgery</li> <li>5. Surgery to the Aorta</li> <li>6. Pulmonary Arterial Hypertension</li> <li>7. Cardiomyopathy</li> <li>8. Out of hospital cardiac arrest</li> <li>9. Coronary artery angioplasty</li> <li>10. Other serious coronary artery disease</li> </ol>	<ol style="list-style-type: none"> <li>11. Heart attack with impaired cardiac function (LVEF&lt;30% or NYA Class IV)</li> <li>12. Stroke with impairment (2 ADLs or 25% WPI)</li> <li>13. Coronary Artery By-pass Surgery (open heart)</li> <li>14. Heart valve surgery (open heart)</li> <li>15. Surgery to the Aorta (open heart or open abdominal)</li> <li>16. Pulmonary Arterial Hypertension – with NYA Class IV impairment</li> <li>17. Cardiomyopathy – with NYA Class IV impairment</li> <li>18. Same definition (no additional criteria)</li> <li>19. Not covered</li> <li>20. Not covered</li> </ol>																										
<b>Other Serious Events</b>	32 crisis events	<p><b>22 – same definition (no additional criteria)</b></p> <table> <tr> <td>Alzheimer's Disease</td> <td>Aplastic Anaemia</td> </tr> <tr> <td>Blindness</td> <td>Chronic Liver Disease</td> </tr> <tr> <td>Chronic Lung Disease</td> <td>Coma</td> </tr> <tr> <td>Dementia</td> <td>Kidney Failure</td> </tr> <tr> <td>Loss of Independence</td> <td>Loss of Use of Limbs/Sight</td> </tr> <tr> <td>Loss of hearing</td> <td>Loss of Speech</td> </tr> <tr> <td>Major Burns</td> <td>Major Organ Transplant</td> </tr> <tr> <td>Motor Neurone Disease</td> <td>Plegia's (Di-, Hemi-, Para-, Quad-)</td> </tr> <tr> <td>Pneumonectomy</td> <td>Terminal Illness (Stand Alone)</td> </tr> </table> <p><b>8 – additional criteria (functional impairment – 2 ADLs or 25% WPI)</b></p> <table> <tr> <td>Bacterial Meningitis</td> <td>Benign Brain Tumour</td> </tr> <tr> <td>Major Head Trauma</td> <td>Viral Encephalitis</td> </tr> <tr> <td>Multiple Sclerosis</td> <td>Muscular Dystrophy</td> </tr> <tr> <td>Parkinson's Disease</td> <td>Severe Rheumatoid Arthritis</td> </tr> </table> <p><b>2 – not covered (Accidental HIV Infection, Intensive Care)</b></p>	Alzheimer's Disease	Aplastic Anaemia	Blindness	Chronic Liver Disease	Chronic Lung Disease	Coma	Dementia	Kidney Failure	Loss of Independence	Loss of Use of Limbs/Sight	Loss of hearing	Loss of Speech	Major Burns	Major Organ Transplant	Motor Neurone Disease	Plegia's (Di-, Hemi-, Para-, Quad-)	Pneumonectomy	Terminal Illness (Stand Alone)	Bacterial Meningitis	Benign Brain Tumour	Major Head Trauma	Viral Encephalitis	Multiple Sclerosis	Muscular Dystrophy	Parkinson's Disease	Severe Rheumatoid Arthritis
Alzheimer's Disease	Aplastic Anaemia																											
Blindness	Chronic Liver Disease																											
Chronic Lung Disease	Coma																											
Dementia	Kidney Failure																											
Loss of Independence	Loss of Use of Limbs/Sight																											
Loss of hearing	Loss of Speech																											
Major Burns	Major Organ Transplant																											
Motor Neurone Disease	Plegia's (Di-, Hemi-, Para-, Quad-)																											
Pneumonectomy	Terminal Illness (Stand Alone)																											
Bacterial Meningitis	Benign Brain Tumour																											
Major Head Trauma	Viral Encephalitis																											
Multiple Sclerosis	Muscular Dystrophy																											
Parkinson's Disease	Severe Rheumatoid Arthritis																											

- Crisis Extension Events are medical conditions that have progressed or deteriorated from the initial diagnosis or are more serious conditions. Some Crisis Extension Events are Crisis events (under Crisis Recovery) with additional criteria within each definition that reflects this.

## Reasons for recommending AIA Australia

---

### Crisis Extension

- The **<benefit amounts/sums insured>** for events covered under this alternative design option can be selected to differ, at your choice. If certain of the insured events concern you for the future more than others, you can choose a base **<benefit amount/sum insured>** for the other events then select a higher amount for those events that most concern you.
- This is a unique design in the market and is effective in giving you premium savings and targeting your spend to focus on your needs as you **<see them/believe them to be>**.
- If you meet the definition of both a Crisis Event (under Crisis Recovery) and a Crisis Extension Event, both benefits are payable. Alternatively, you may first meet the definition of a Crisis Event (under Crisis Recovery) and receive a Crisis Recovery claim. If the condition progresses or deteriorates, they may then later meet the definition of the Crisis Extension Event, receiving an additional payout.
- If you meet the definition of a Crisis Event (under Crisis Recovery) and then makes a full recovery, you will retain the Crisis Extension benefit for any future illnesses.
- Please note not all events create financial losses to the same degree, by recommending Crisis Extension for major illness with Crisis Recovery for minor illness it allows options that manage premiums.
- After payment of a claim for the Crisis Extension Sum Insured (when there has been a Crisis Extension Event), this benefit stops and no further Crisis Extension payment will be made for any subsequent Crisis Extension Event.
- The Crisis Extension benefit has a maximum limit to the total sums insured that is combined with Crisis Recovery, Double Crisis Recovery, Crisis Recovery Stand Alone, Crisis Extension and other similar benefits under other policies with us and other insurers of:
  - For occupation categories A1, A2, A3, A4, M – Up to \$2 million
  - For Home Duties – Up to \$1 million

and can continue up to the latest policy anniversary prior to your 70th birthday, in accordance with the terms and conditions of the policy.

Where Crisis Recovery is held as a Rider Benefit to Life Cover, the total sum insured for Crisis Recovery and Crisis Extension cannot exceed the Life Cover Sum Insured.

- Crisis Extension when purchased with Crisis Recovery, will automatically issue you with Crisis Reinstatement and Crisis Buy-back, which will automatically trigger. **<refer to Crisis Recovery buy-back and Crisis reinstatement wording>**
- We have recommended that you take Crisis Recovery of \$[amount specified by adviser] with Crisis Extension of \$[amount specified by adviser] as you noted **<refer to discussion with client about needs, benefits and features, and premium balancing>**.

If you are Creating a cancel and replace strategy:

[Utilise the above mentioned features and benefits of Crisis Extension.]

[Insert product comparisons of old and new contracts features and benefits]

---

## Reasons for recommending AIA Australia

<b>Double Crisis Recovery</b>	<p>Double Crisis Recovery pays a lump sum if you are diagnosed with one of the crisis events covered by the benefit. It covers a range of illnesses such as heart attack, coronary artery disease, stroke and cancer. If the full Double Crisis Recovery benefit becomes payable, the Life Cover sum insured will not be reduced and all future premiums for the linked Life Cover benefit will be waived up to the latest policy anniversary before you:</p> <ul style="list-style-type: none"> <li>• 65<sup>th</sup> birthday (for occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties) or</li> <li>• 55<sup>th</sup> birthday (for occupation category E)</li> <li>• (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D) The Double Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 65<sup>th</sup> birthday, in accordance with the terms and conditions of the policy.</li> <li>• (For occupation category E) The Double Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 55<sup>th</sup> birthday, in accordance with the terms and conditions of the policy.</li> <li>• (For occupation category Home Duties) The Double Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$1 million and can continue up to the latest policy anniversary prior to your 65<sup>th</sup> birthday, in accordance with the terms and conditions of the policy.</li> <li>• The cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the policy.</li> <li>• The policy provides free cover of \$20,000 for all your dependent children between the ages of 2 years and 17 years inclusive should they suffer one of 23 listed Crisis Events.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> <li>• (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties) The period of cover can be extended from the latest policy anniversary prior to your 65<sup>th</sup> birthday to the latest policy anniversary prior to your 70<sup>th</sup> birthday as your policy will be converted to a Crisis Recovery benefit. This cover will pay you a lump sum benefit if you are diagnosed with one of the crisis events covered by the benefit.</li> <li>• (For occupation category E) The period of cover can be extended from the latest policy anniversary prior to your 55<sup>th</sup> birthday to the latest policy anniversary prior to your 70<sup>th</sup> birthday as your policy will be converted to a Crisis Recovery benefit. This cover will pay you a lump sum benefit if you are diagnosed with one of the crisis events covered by the benefit.</li> </ul>
	<p>(Where cover for a male client is being recommended)</p> <ul style="list-style-type: none"> <li>• AIA Australia will pay the full Crisis Recovery benefit sum insured for all types of malignant prostate cancers classified as T1b or greater and for any stage of prostate cancer where major interventionist therapy has been performed. 100% of the Crisis Recovery benefit sum insured up to a maximum of \$500,000 will be paid for malignant prostate cancers classified as T1a. Unlike most other life companies, there is no requirement for surgery, invasive procedures or any form of therapy before this payment can be received.</li> <li>• AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the penis and testicle.</li> </ul>
	<p>(Where cover for a female client is being recommended)</p> <ul style="list-style-type: none"> <li>• AIA Australia will pay the full Double Crisis Recovery benefit for Carcinoma in Situ of the breast where the entire breast is removed or where other surgery and adjuvant therapy (such as radiotherapy and/or chemotherapy) is performed specifically to arrest the spread of malignancy.</li> <li>• AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the vagina, ovary, cervix-uteri, vulva, fallopian tube and breast where no mastectomy is performed.</li> </ul>
<b>Needlestick Injury</b>	<ul style="list-style-type: none"> <li>• (For occupation category M) AIA Australia gives you the option, at an additional cost, to purchase a Needlestick Injury benefit which will pay you a lump sum of up to \$1 million if as a result of an accident you become infected with occupationally acquired Human Immunodeficiency Virus (HIV), Hepatitis B or Hepatitis C whilst working in your own occupation.</li> </ul>
<b>Forward Underwriting</b>	<ul style="list-style-type: none"> <li>• AIA Australia will provide you with the option to purchase future risk cover of up to \$(insert the level of cover selected between \$100,000 and \$10 million) Life Cover, \$(insert the amount of cover selected with a maximum of \$5 million for A1, A2, A3, A4, M, B1, B2, C1 and C2 or \$2 million for D or \$1 million for Home Duties) Total and Permanent Disablement and \$(insert the level of cover selected, up to a maximum of \$2 million) Crisis Recovery on the occurrence of specified events. At the time of exercising any options, AIA Australia will not require you to undergo any medical underwriting but you will be subject to financial underwriting.</li> </ul>

## Reasons for recommending AIA Australia

---

### Business Safeguard Forward Underwriting

- AIA Australia will provide you with the option to purchase future risk cover of up to \$(insert the level of cover selected between \$100,000 and \$10 million) Life Cover, \$(insert the amount of cover selected with a maximum of \$5 million for A1, A2, A3, A4, M, B1, B2, C1 and C2 or \$2 million for D) Total and Permanent Disablement and \$(insert the level of cover selected, up to a maximum of \$2 million) Crisis Recovery on the occurrence of specified business events. At the time of exercising any options, AIA Australia will not require you to undergo any medical underwriting but you will be subject to financial underwriting.

### Repayment Relief

- The Repayment Relief benefit can be selected as a rider benefit for Life Cover, Accidental Death, Term Cover, TPD Stand Alone, Universal TPD Stand Alone and Life Cover Superannuation Maximiser.
- AIA will provide you with the option to purchase the Repayment Relief benefit which will provides a monthly benefit for up to 90 days to help cover your minimum monthly home loan repayments if you are made Involuntarily Unemployed for more than 60 consecutive days. The benefit amount will be determined based on the agreed value of your Minimum Monthly Home Loan Repayment provide at the time of applying for the benefit (maximum of \$7500 per month).
- For Involuntary Unemployment, you will receive 1/30th of your Repayment Relief Insured Monthly Benefit for each additional day you continue to be Involuntarily Unemployed after the 60 day Waiting Period. AIA will pay this benefit monthly in arrears directly to the nominated bank account for a maximum of 90 days, so long as you continue to be Involuntarily Unemployed.
- For Death/Terminal Illness, AIA will pay a lump sum equal to three times the Repayment Relief Insured Monthly Benefit if you are diagnosed with a Terminal Illness or pass away, in this instance the benefit will be paid directly to your estate.
- A Waiver of Premium will occur if the Repayment Relief benefit is payable for Involuntary Unemployment. AIA will waive the premiums you would otherwise pay for this benefit or reimburse you for such premiums paid from the start of the Waiting Period until the end of the Benefit Period or until the date the Repayment Relief benefit ceases (whichever occurs first).

**NOTE:** The Repayment Relief benefit is not available for Self Employed

---

# Income Protection Plan – Income Protection CORE (Indemnity only)

## Reasons for recommending AIA Australia

### Income Protection CORE

#### Indemnity (with Complimentary Income Protection CORE Extras)

- Income Protection CORE will provide a monthly benefit if you become disabled and are unable to perform the Material and Substantial Duties of your occupation as a result of injury or sickness.

(For occupation categories A1, A2, A3, A4, B1, B2, C1 and C2, D, M)

- AIA Australia provides you with an Income Protection CORE cover.
- Your Income Protection cover has been structured using an Indemnity basis and the benefit we pay you will be based on 70% of your monthly pre-disablement income at or near the time of your claim for the first 24 months; and then 60% of your monthly pre-disablement income for the balance of the benefit period. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.
- AIA Australia will allow you to automatically increase your sum insured by the Consumer Price Index (CPI) increase to ensure that the value of your cover keeps pace with inflation.
- Income Protection CORE offers Material and Substantial Duties of your Own Occupation for the initial 24 month Benefit Period and then the Substantial and Material Duties of a Suited Occupation thereafter.
- Your Income Protection CORE also provides Complimentary Income Protection CORE Extras which offers a number of additional benefits and claimable events including:
  - Needlestick Injury benefit pays a benefit if your earnings are reduced due to you being accidentally infected with HIV, AIDS or Hepatitis B or C as a result of a needlestick or splash injury whilst performing duties of your normal occupation. (for occupation category M only)
  - Total Disablement benefit and Partial Disablement benefit pay whilst Unemployed or on Maternity, Paternity or Sabbatical Leave, if the period of unemployment is less than 12 consecutive months prior to submitting a claim.
  - Access to pre-approved rehabilitation programs, occupational services, aides, equipment and/or modifications for up to a maximum of 12 times your Insured Monthly Benefit with Rehabilitation Expenses Benefit.

(Select the benefit period below)

(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D)

- AIA Australia provides you with an Income Protection benefit period to age 65th (i.e. the latest policy anniversary prior to your 65th birthday).
- AIA Australia provides you with a 2 year Income Protection benefit period
- AIA Australia provides you with a 5 year Income Protection benefit period

## Reasons for recommending AIA Australia

---

### Income Protection CORE *(continued)*

(Select appropriate occupation category)

#### Maximum Sums Insured – Income Protection CORE only

(For occupation categories A1, A2, A3, A4, M)

- AIA Australia will pay Income Protection CORE only to a maximum insured monthly benefit of \$30,000

(For occupation categories B1, B2, C1 and C2)

- AIA Australia will pay Income Protection CORE only to a maximum insured monthly benefit of \$25,000

(For occupation category D)

- AIA Australia will pay Income Protection CORE only to a maximum insured monthly benefit of \$15,000

Select some of the built in benefits:

- Waiver of your Income Protection CORE premiums whilst you are being paid a Total or Partial Disablement benefit under your Income Protection CORE cover or Complimentary Income Protection CORE Extras.
- Complimentary Interim Accidental Income Protection Cover pays a monthly benefit outside superannuation up to \$10,000 for up to six months after the proposed Waiting Period, in the event you become Totally Disabled due to an Accidental Injury whilst we are assessing your application.
- You can increase your Insured Monthly Benefit by 15% up to a maximum of \$2,500 with the Salary Increase benefit when your salary increases, without providing further evidence of your health or insurability.
- Involuntary Unemployment Waiver of Premium waives Income Protection CORE premiums (including any Rider Benefits attached to your Income Protection CORE cover) for up to three months if you meet the definition for involuntary Unemployment. This benefit will only be provided once in any 12-month period.

### Claims Escalation

- AIA Australia will provide you with the option to purchase the Claims Escalation benefit which will allow for your claim payments to be increased each year in line with the Consumer Price Index Increase (CPI Increase).

### Retirement Protector

- AIA Australia will provide you with the option to purchase the Retirement Protector benefit which pays a monthly benefit to a nominated Superannuation Fund when either a Total or Partial Disablement benefits is paid under Income Protection CORE.
  - The Retirement Protector can help replace any previous retirement planning arrangement which has ceased or has been compromised by the disablement.
-

# Superannuation Life Cover Plan

## Reasons for recommending AIA Australia

<b>Superannuation Life Cover</b>	<ul style="list-style-type: none"> <li>• Superannuation Life Cover will provide a lump sum in the event of your death before the latest policy anniversary prior to your 75<sup>th</sup> birthday. If two medical practitioners (one of whom is a specialist practicing in an area relating to your illness or injury) diagnose you with a terminal illness and certify that you have less than 24 months to live, AIA Australia will pay the full sum insured under the Superannuation Life Cover benefit before your death. This then provides you with the opportunity to finalise your estate in an orderly fashion. This benefit will be paid to the trustee of your superannuation fund.</li> <li>• AIA Australia guarantees that you will receive all benefit improvements during the life of your policy where there is no additional premium charged for the benefit improvement.</li> <li>• AIA Australia will allow you to automatically increase your Superannuation Life Cover sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> <li>• AIA Australia provides you with insurance cover whilst your application is being considered. This is known as Interim Cover which offers immediate protection in the event you die by accident before your policy is issued. Cover is provided from the date AIA Australia receives the full application. In addition, once the application has been received the Interim Cover is valid for up to another 90 days while the application is being assessed.</li> <li>• Greater protection is available for your individual or business needs by way of increasing your death and TPD sum insured, subject to certain conditions, without the need for any further medical evidence being supplied. This facility is known as the Guaranteed Future Insurability benefit.</li> <li>• AIA Australia provides you with the opportunity to include the cover for Total and Permanent Disablement (TPD) in the one contract.</li> <li>• Following payment of a TPD claim you can re-purchase the death cover after 12 months of the TPD benefit being paid (known as the 'TPD Buy-back benefit').</li> <li>• The <b>Superannuation PLUS (outside super)</b> linked benefit will provide a range of additional benefits to provide financial support and assist with recovery from injury or sickness, including, but not limited to: <ul style="list-style-type: none"> <li>- Crisis Recovery, and</li> <li>- Total and Permanent Disablement.</li> </ul> </li> <li>• AIA Australia provides cover worldwide, 24 hours a day.</li> </ul>
<b>Superannuation Accidental Death</b>	<ul style="list-style-type: none"> <li>• The Accidental Death benefit will pay a lump sum to the trustee of your superannuation fund if your death is as a result of an accident, before the benefit expires. Death must occur within six months of the accident taking place.</li> <li>• AIA Australia guarantees that you will be issued with the Accidental Death benefit without any form of medical underwriting, irrespective of your state of health.</li> <li>• The premium that you are charged for the Accidental Death benefit is a level premium from the date your benefit starts until expiry of the benefit, latest policy anniversary prior to your 75th birthday.</li> </ul>
<b>Superannuation Universal Total and Permanent Disablement (Universal TPD)</b>	<ul style="list-style-type: none"> <li>• This cover provides a lump sum payment if you suffer a Loss of Independence, Mental Illness (severe and permanent), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease (as defined in the superannuation policy document) before the expiry of the benefit.</li> <li>• <b>(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties)</b> AIA Australia has the facility to provide up to \$2 million of Universal TPD cover, or \$1 million for Home Duties if this is a Rider benefit to Crisis Recovery, in accordance with the terms and conditions of the policy, and ceases at the latest policy anniversary prior to your 65th birthday.</li> <li>• <b>(For occupation category E)</b> AIA Australia has the facility to provide up to \$2 million of Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55th birthday.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> </ul>
<b>Superannuation Total and Permanent Disablement Buy-back</b>	<ul style="list-style-type: none"> <li>• The Superannuation TPD Buy-back benefit will give you the option to re-purchase any decrease in the Life Cover sum insured after a TPD benefit has been paid for the full TPD sum insured. The re-purchase can only be exercised within the first 30 days after the first anniversary of the payment date of the TPD benefit. The benefit can be included as part of personal superannuation arrangements.</li> </ul>

## Reasons for recommending AIA Australia

<b>Superannuation Waiver of Premium</b>	<ul style="list-style-type: none"> <li>• (For occupation categories A1, A2, A3, A4, M) The Waiver of Premium benefit will waive premiums for the Life Cover benefit and any Accidental Death benefit or Total and Permanent Disablement Buy-back benefit held under the Superannuation Life Cover Plan in the event that you become totally and permanently disabled before your benefit expiry date (i.e. the latest policy anniversary before your 70<sup>th</sup> birthday). The waiving of premiums will cease at your benefit expiry date.</li> </ul>
<b>Superannuation Double Total and Permanent Disablement (Double TPD)</b>	<ul style="list-style-type: none"> <li>• Double TPD cover provides a lump sum payment if you suffer total and permanent disablement or partial and permanent disablement before the expiry of the benefit.</li> <li>• (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties) AIA Australia applies a three-month waiting period to your Total and Permanent Disablement benefit. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring.</li> <li>• (For occupation category E) A waiting period applies to your Total and Permanent Disablement (Universal) benefit definition. A three-month waiting period applies if you are unable to perform at least two of the 'activities of daily living'. A six-month waiting period applies if suffer permanent significant cognitive impairment. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three or six months of the event occurring. A waiting period does not apply for the Loss of Use of Limbs and/or Sight, Mental Illness (permanent and severe), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease, as defined.</li> <li>• (For occupation categories A1, A2, A3, A4, M) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the linked Life Cover will be waived until the latest policy anniversary prior to your 70<sup>th</sup> birthday.</li> <li>• (For occupation categories B1, B2, C1, C2, D and Home Duties) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the linked Life Cover will be waived until the latest policy anniversary prior to your 65<sup>th</sup> birthday.</li> <li>• (For occupation category E) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55<sup>th</sup> birthday.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> </ul>
<b>Superannuation Double Universal Total and Permanent Disablement (Double Universal TPD)</b>	<ul style="list-style-type: none"> <li>• Double Universal TPD cover provides a lump sum payment if you suffer a Loss of Independence, Mental Illness (severe and permanent), Hemiplegia, Paraplegia Quadriplegia or Motor Neurone Disease before the expiry of the benefit.</li> <li>• If you suffer a Loss of Independence as a result of permanent significant cognitive impairment, AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period.</li> <li>• If you suffer a Loss of Independence due to an inability to perform at least two of the 'activities of daily living', AIA Australia requires you to be under continuous care and supervision by another adult person for at least three consecutive months. AIA Australia will assess your claim at the end of the three month period.</li> <li>• (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties) After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 65<sup>th</sup> birthday.</li> <li>• (For occupation category E) After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55<sup>th</sup> birthday.</li> <li>• (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2, D and Home Duties.) AIA Australia has the facility to provide up to \$2 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 65<sup>th</sup> birthday.</li> <li>• (For occupation category E) AIA Australia has the facility to provide up to \$2 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55<sup>th</sup> birthday.</li> <li>• AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.</li> </ul>

## Reasons for recommending AIA Australia

### Repayment Relief (outside of super)

Available as a rider to Life Cover, Total and Permanent Disablement Stand Alone or Universal Total and Permanent Disablement Stand Alone)

- The Repayment Relief benefit provides a monthly benefit for up to 90 days to help cover your minimum monthly home loan repayments if you are made Involuntarily Unemployed for more than 60 consecutive days (waiting period). You must be employed for 180 consecutive days just prior to involuntary unemployment and since the policy started. The benefit amount will be determined based on the agreed value of your Minimum Monthly Home Loan Repayment provide at the time of applying for the benefit (**maximum of \$7500 per month**). AIA Australia will assess your claim at the end of the waiting period.
- For Death/Terminal Illness, AIA will pay a lump sum equal to three times the Repayment Relief Insured Monthly Benefit if you are diagnosed with a Terminal Illness or pass away, in this instance the benefit will be paid directly to your estate..
- The Repayment Relief benefit is held on its own policy outside of superannuation but can be linked to a superannuation or non-superannuation policy.

NOTE: The Repayment Relief benefit is not available for Self Employed

### Maximiser (outside of super)

Available as a rider to Total and Permanent Disablement, Double Total and Permanent Disablement or Total and Permanent Disablement (Stand Alone)

- (**For occupation categories A1, A2, A3, A4, M, B1, B2, C1 and C2**) The Maximiser benefit allows you to structure your **Total and Permanent Disablement (TPD)**, **Double Total and Permanent Disablement (Double TPD)** or **Total and Permanent Disablement Stand Alone (TPD Stand Alone)** cover under superannuation in a tax-effective way in order to maximise tax planning.
- The Maximiser benefit is structured so that your **TPD, Double TPD or TPD Stand Alone cover** is held both inside and outside of superannuation. Two **TPD or Double TPD** policies are purchased forming one arrangement. One within superannuation and one outside of superannuation.
- If you become partially and permanently disabled a Partial and Permanent Disablement benefit will be paid under the Maximiser benefit outside of the superannuation environment.

### Superannuation Accidental Total and Permanent Disablement (Accidental TPD)

- The Accidental TPD benefit will pay a lump sum if your TPD is as a result of an accident, before the benefit expires.
- The premium that you are charged for the Accidental TPD benefit is a level premium from the date your benefit starts until expiry of the benefit.
- (**For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D**) AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Any Occupation) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring.
- (**For occupation category Home Duties**) AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Home Duties) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring.
- (**For occupation categories A1, A2, A3, A4, M**) Accidental TPD cover can be provided for up to \$2 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental TPD (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 70<sup>th</sup> birthday.
- (**For occupation categories B1, B2, C1, C2 and D**) Accidental TPD cover can be provided for up to \$2 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 65<sup>th</sup> birthday.
- (**For occupation category Home Duties**) Accidental TPD cover can be provided for up to \$2 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Home Duties) up until the expiry age of the benefit, the latest policy anniversary prior to your 65<sup>th</sup> birthday (except where Accidental TPD cover is a Rider benefit to Crisis Recovery it will provide up to \$1 million).
- AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 5% each year to ensure that the value of your cover keeps pace with inflation.

## Reasons for recommending AIA Australia

---

### Transferability of

#### superannuation benefits

- AIA Australia gives you the option to transfer your Superannuation Life Cover Plan to a non-superannuation plan prior to age 75 if you so wish. You may transfer the following to a non-superannuation plan, on offer by AIA Australia, without providing any medical evidence:
  - the Life cover;
  - the Total and Permanent Disablement cover;
  - the Total and Permanent Disablement Buy-Back cover;
  - the Double Total and Permanent Disablement cover;
  - the Universal Total and Permanent Disablement cover;
  - the Accidental Total and Permanent Disablement cover;
  - the Double Universal Total and Permanent Disablement cover; and
  - the Waiver of Premium cover.
- This will be implemented on a cancel and replace basis and your premium will be based on your age at the time of the transfer

### Super Tax Rebate

- Paying for your premiums within the superannuation environment may save you money when you fund your premiums by rollover (or transfer) from an external complying superannuation fund on a yearly or half-yearly basis in advance, as you will be eligible for the 15% Super Tax Rebate (you only pay 85% of the premium).

### Repayment Relief

- The Repayment Relief benefit can be selected as a rider benefit for Superannuation Life Cover Linked Benefit and TPD Stand Alone Linked Benefit
- Purchase the Repayment Relief benefit which will provides a monthly benefit for up to 90 days to help cover your minimum monthly home loan repayments if you are made Involuntarily Unemployed for more than 60 consecutive days. You must be employed for 180 consecutive days just prior to involuntary unemployment and since the policy started. The benefit amount will be determined based on the agreed value of your Minimum Monthly Home Loan Repayment provide at the time of applying for the benefit (**maximum of \$7500 per month**).
- For Involuntary Unemployment, you will receive 1/30th of your Repayment Relief Insured Monthly Benefit for each additional day you continue to be Involuntarily Unemployed after the 60 day Waiting Period. AIA will pay this benefit monthly in arrears directly to the nominated bank account for a maximum of 90 days, so long as you continue to be Involuntarily Unemployed.the Total and Permanent Disablement Buy-Back cover;
- For Death/Terminal Illness, AIA will pay a lump sum equal to three times the Repayment Relief Insured Monthly Benefit if you are diagnosed with a Terminal Illness or pass away, in this instance the benefit will be paid directly to your estate.
- A Waiver of Premium will occur if the Repayment Relief benefit is payable for Involuntary
- Unemployment. AIA will waive the premiums you would otherwise pay for this benefit or reimburse you for such premiums paid from the start of the Waiting Period until the end of the Benefit Period or until the date the Repayment Relief benefit ceases (whichever occurs first).

**NOTE:** Not available for Self Employed

---

# Superannuation Income Protection Plan (Income Protection CORE) – Indemnity

## Reasons for recommending AIA Australia

### Superannuation Income Protection CORE

#### Indemnity (with Complementary Income Protection CORE Extras)

- Income Protection CORE benefit will provide a monthly benefit if you become disabled and are unable to perform the Material or Substantial Duties of your occupation as a result of injury or sickness.

(Select the benefit period below)

(For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D)

- AIA Australia provides you with an Income Protection benefit period to age 65th (i.e. the latest policy anniversary prior to your 65th birthday).
- AIA Australia provides you with a 2 year Income Protection benefit period
- AIA Australia provides you with a 5 year Income Protection benefit period

(For occupation categories A1, A2, A3, A4, B1, B2, C1, C2, D, M)

- Your Income Protection cover has been structured using an Indemnity basis which means that the benefit we pay you will be based on 70% of your income pre-disablement income at or near the time of your claim for the first 24 months; and then 60% of your pre-disablement income for the balance of the benefit period. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.
- It is a requirement under superannuation legislation that you cannot receive more than 100 percent of your Pre-disablement Income (Indemnity) from all sources. In these circumstances, the monthly benefit under the Superannuation Income Protection Plan may be reduced so that it does not exceed 100% of your Pre-disablement Income.
- It is a requirement under superannuation legislation that you must also meet the temporary incapacity condition of release under superannuation laws before the trustee can pay the income protection benefit to you.
- Premiums can erode retirement savings if you don't make extra contributions to negate premium cost.
- AIA Australia will allow you to automatically increase your sum insured by the increase in the Consumer Price Index (CPI) to ensure that the value of your cover keeps pace with inflation.
- Income Protection CORE offers Own Occupation for the initial 24 month Benefit Period and then Suited Occupation thereafter.
- Your Income Protection Core also provides with Complimentary Income Protection CORE Extras which offers a number of additional benefits and claimable events including:
  - Needlestick Injury benefit pays a benefit if your earnings are reduced due to you being accidentally infected with HIV, AIDS or Hepatitis B or C as a result of a needlestick or splash injury whilst performing duties of your normal occupation. (for occupation category M only)
  - Payment of Total and Partial Disablement whilst Unemployed or on Maternity, Paternity or Sabbatical Leave.
  - Access to pre-approved rehabilitation programmes, occupational services, aides, equipment and/or modifications for up to a maximum of 12 times your Insured Monthly Benefit with Rehabilitation Expenses Benefit.

### Claims Escalation

- AIA Australia will provide you with the option to purchase the Claims Escalation benefit which will allow for your claim payments to be increased each year in line with the Consumer Price Index Increase (CPI Increase).

### Retirement Protector

- AIA Australia will provide you with the option to purchase the Retirement Protector benefit which pays a monthly benefit to a nominated Superannuation Fund when either a Total or Partial Disablement benefits is paid under Income Protection CORE.
- The Retirement Protector can help replace any previous retirement planning arrangement which has ceased or has been compromised by the disablement.

# Replacing Income Protection cover with Income Protection CORE

Select when replacing AIA Priority Protection Income Protection cover with AIA Priority Protection Income Protection CORE

- AIA Priority Protection Income Protection CORE offers a simplified income protection option when compared to AIA Priority Protection Income Protection.

Summary of key differences	Income Protection	Income Protection CORE
<b>Cover Basis</b>	<ul style="list-style-type: none"> <li>• Indemnity</li> <li>• Extended Indemnity</li> </ul>	<ul style="list-style-type: none"> <li>• Indemnity only</li> </ul>
<b>Income Replacement Ratio</b>	Up to 75% of Pre-disablement Income	Up to 70% of Pre-disablement Income for 24 months of benefit period, then 60% for remainder of benefit period
<b>Policy Term</b>	Guaranteed renewable until the Expiry Date	Guaranteed renewable until the Expiry Date
<b>Expiry Date</b>	Choice of Policy Anniversary prior to your: <ul style="list-style-type: none"> <li>• 65th birthday</li> <li>• 70th birthday</li> </ul> <b>Note:</b> Depending on your occupation category	<ul style="list-style-type: none"> <li>• Policy Anniversary prior to your 65th birthday</li> </ul>
<b>Waiting Period</b>	14, 30, 60, 90 days and 1 and 2 year	30, 60, 90 days and 2 year
<b>Benefit Period</b>	2 years, 5 years, To Age 65*, To Age 70* and 2 year benefit to age 70 <small>* To policy anniversary before your 65th or 70th birthday</small>	2 years, 5 years and To Age 65* <small>* To policy anniversary before your 65th birthday</small>
<b>Disability definition</b>	Unable to perform one or more essential income-producing duties of your usual occupation for more than 10 hours pw  Total Disablement – Multi Definition also available under Extended Indemnity	Unable to perform the Material and Substantial Duties of your Own Occupation for initial 24 month Benefit Period and a Suited Occupation thereafter
<b>Total Disability Benefit</b>	✓	✓
<b>Partial Disability Benefit</b>	✓	Must be earning income of less than 80% of pre-disablement income  After 2 years capability based on maximum of 40 hours or 80% of pre-disability hours
<b>Definition of income</b>	Can include employer superannuation contributions for employees	<u>Excludes</u> employer superannuation contributions for employees
<b>Pre-disablement income</b>	12 consecutive months or latest financial year preceding disablement  Under Extended Indemnity option, highest average of monthly Income in any consecutive 12-month period in the 3 years immediately prior to disablement	12 consecutive months or latest financial year preceding disablement  (can be extended to 24 months where there is >25% reduction in income year on year)
<b>Benefit Offsets</b>	Fewer offsets	Broader list of offsets
<b>Benefit Indexation</b>	✓ Higher of CPI increase and 3%	✓ Increase limited to the CPI increase

Summary of key differences	Income Protection	Income Protection CORE
<b>Guaranteed Insurability / Salary Increase Benefit</b>	✓	✓
<b>Recurrent Benefit</b>	✓	✓
<b>Waiver of Premium</b>	✓	✓
<b>Rehabilitation Benefit</b>	✓	✓
<b>Death and Terminal Illness</b>	✓	x
<b>Needlestick Benefit (Occupation Category M only)</b>	✓	✓
<b>Cosmetic or Elective Surgery benefit</b>	✓	✓
<b>Involuntary Unemployment Waiver of Premium</b>	✓	✓
<b>Accident only options</b>	✓	x
<b>Optional Benefits</b>	Access to a range of additional benefits through the Advantage and Plus options	No additional optional benefits
<b>Rider Benefits</b>	Range of rider benefits including Day 1 Accident, Income Protection Lump sum, Carers Allowance, Retirement Optimiser or Business Expenses	Claim Escalation, Retirement Protector
<b>Superannuation Option</b>	<p>✓</p> Benefits not permitted under Super legislation available via a separate Super Extras policy	<p>✓</p> Benefits not permitted under Super legislation provided to all insureds via a separate Complimentary Income Protection CORE Extras policy

# STATEMENT OF ADVICE WORDING FOR CLOSED PRIORITY PROTECTION INCOME PROTECTION PRODUCTS

**NOTE:** For use when reviewing existing clients with existing  
Priority Protection Income Protection and  
Income Protection Accident Only cover.

# Income Protection Plan (Indemnity or Extended Indemnity)

## NOTE: FOR EXISTING INCOME PROTECTION POLICY HOLDERS MAKING INCREASES AND ALTERATIONS

From 1 October 2021, the availability of Priority Protection Income Protection or Income Protection Accident Only cover is solely limited to customers who already hold Income Protection or Income Protection Accident Only cover under an existing AIA Australia Priority Protection policy.

Such customers may continue to increase or alter their existing policy in accordance with the terms and conditions of the policy. Customers may be issued a new policy where it is replacing an existing Income Protection insurance or Income Protection Accident Only, where the requested change is not possible as a variation to the current policy.

In no circumstances is a change from a non-Agreed Value income protection policy to an Agreed Value policy permitted.

## Reasons for recommending AIA Australia

---

### Income Protection

(Select either Income Protection or Income Protection Accident Only below)

- The Income Protection benefit will provide a monthly income benefit if you become disabled and are unable to work as a result of injury or sickness.
- The Income Protection Accident Only benefit will provide you with a monthly income benefit if you become disabled and are unable to work as a result of an accidental injury only.

(Select the Benefit Period below)

(For occupation categories A1, A2, A3, A4, M)

- AIA Australia provides you with an Income Protection benefit period to age 70 (i.e. the latest policy anniversary prior to your 70<sup>th</sup> birthday).

(For occupation categories A1, A2, A3, A4, M, B1, B2, C1 and C2)

- AIA Australia provides you with an Income Protection benefit period to age 65 (i.e. the latest policy anniversary prior to your 65<sup>th</sup> birthday).
- AIA Australia provides you with a 2 year Income Protection benefit period
- AIA Australia provides you with a 5 year Income Protection benefit period

(For occupation categories A1, A2, A3, A4, M)

- 2 Year benefit Period To Age 70 (i.e. the latest policy anniversary prior to your 70<sup>th</sup> birthday)
- (For occupation category D – Indemnity only)
- AIA Australia provides you with a 2 year Income Protection benefit period
- AIA Australia provides you with a 5 year Income Protection benefit period

(For occupation category E)

- AIA Australia provides you with a 2 year Income Protection benefit period

(Select either Indemnity or Extended Indemnity below)

#### Indemnity

- Your Income Protection benefit has been structured using an Indemnity basis which means that the benefit we pay you will be based on your income at or near the time of your claim. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.
- AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 3% each year to ensure that the value of your cover keeps pace with inflation.

#### Extended Indemnity

- Your Income Protection benefit has been structured using an Extended Indemnity basis which means that the benefit we pay you will be based on your best consecutive 12 months income over the three years prior to disablement. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.
- AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 3% each year to ensure that the value of your cover keeps pace with inflation.

## Reasons for recommending AIA Australia

---

### Income Protection

(Select either Advantage Optional or PLUS Optional benefit where applicable):

- (For occupation categories A1, A2, A3, A4, M, B1, B2, C1 and C2 and D) The Advantage Optional benefit provides the Specified Injury benefit, the Total Disablement – Multi Definition and the Partial Disablement – Multi Definition.
- being assessed under the Total Disablement – Multi Definition or the Partial Disablement – Multi Definition at time of disablement provides the security of knowing that you will receive the benefit of the definition that favours you; (duty, time and/or income), with the highest monetary payment each month;
- the Specified Injury benefit pays a monthly benefit up to 60 months for a listed event under paralysis, loss or partial loss of various limbs and fracture of various bones due to injury.
- The PLUS Optional benefit will provide a range of additional benefits to provide financial support and assist with recovery from injury or sickness, including:
  - six months advance payment on diagnosis of a listed Crisis Event;
  - (for occupation categories A1, A2, A3, A4, M, B1, B2, C1 and C2 and D) being assessed under the Total Disablement – Multi Definition or the Partial Disablement – Multi Definition at time of disablement which provides the security of knowing that you will receive the benefit of the definition that favours you duty, time and/or income, with the highest monetary payment each month;
- (for occupation categories A1, A2, A3, A4, M) should you become partially disabled AIA Australia will not require you to be totally disabled for any length of time during the Waiting Period.
- (for occupation category M only) if as a result of a needlestick injury or a splash injury occurring while performing the duties of your normal occupation, you become infected with Human Immunodeficiency Virus (HIV), the Acquired Immune Deficiency Syndrome (AIDS), Hepatitis B or Hepatitis C and a reduction in your earnings is experienced as a result.

Select the appropriate benefit:

- The Day 1 Accident benefit (30 days) will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 30 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears or at the end of the disablement, whichever occurs first.
  - The Day 1 Accident benefit (3 days) will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 3 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears or at the end of the disablement, whichever occurs first.
  - To ensure that your monthly benefit payments will keep pace with inflation, the Claim Escalation benefit will automatically increase your benefit annually by the CPI Increase each year until the earlier of the end of the benefit period or when the disablement ends.
  - The Income Protection Lump Sum benefit may offer you a Lump Sum benefit if you meet the definition of Total and Permanent Disablement (Own Occupation), up to a maximum of the lesser of: \$3,000,000 and 180 times your Insured Monthly Benefit.
  - The Carer's Allowance benefit will provide up to \$2,000 per month (up to a maximum amount of 25% of your insured monthly benefit) if you are required to give up work to care for your child, in accordance with the terms and conditions of the policy.
  - The Retirement Optimiser benefit enables you to insure 5% of your pre-disablement income in Superannuation contributions. AIA Australia will pay this extra benefit into your nominated superannuation fund.
  - The Business Expenses benefit, specifically designed for self-employed individuals (employed full-time), will provide a monthly benefit for up to 12 months to ensure that the fixed expenses of your business or practice will still be paid even if you cannot work due to injury or sickness.
-

## Reasons for recommending AIA Australia

---

### Business Expenses

- The Business Expenses benefit will provide a monthly benefit for 12 months (some conditions apply) to pay for the fixed ongoing expenses of your business if you become totally or partially disabled due to injury or sickness and cannot work. This benefit helps to continue the business operation whilst you are disabled.

#### Select the appropriate benefit:

- The Day 1 Accident benefit (30 days) will provide one lump sum payment (equal to the insured monthly benefit) if you are totally disabled for at least 30 consecutive days due to an accidental injury.
  - The Day 1 Accident benefit (3 days) will provide one lump sum payment (equal to 1/30 of the insured monthly benefit for each day that you are totally disabled for up to a maximum of 30 days) if you are totally disabled for at least 3 consecutive days due to an accidental injury.
  - (for occupation categories A1, A2, A3, A4, M) Should you become partially disabled AIA Australia will not require you to be totally disabled for any length of time during the Waiting Period.
  - AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 3% each year to ensure that the value of your cover keeps pace with inflation.
-

# Superannuation Income Protection Plan – Indemnity or Extended Indemnity

## NOTE: FOR EXISTING POLICY HOLDERS MAKING INCREASES AND ALTERATIONS

From 1 October 2021, the availability of Priority Protection Income Protection or Income Protection Accident Only cover is solely limited to customers who already hold Income Protection or Income Protection Accident Only cover under an existing AIA Australia Priority Protection policy.

Such customers may continue to increase or alter their existing policy in accordance with the terms and conditions of the policy. Customers may be issued a new policy where it is replacing an existing Income Protection insurance or Income Protection Accident Only, where the requested change is not possible as a variation to the current policy.

In no circumstances is a change from a non-Agreed Value income protection policy to an Agreed Value policy permitted.

## Reasons for recommending AIA Australia

### Superannuation Income Protection

#### Indemnity (available as a Super Only benefit or with Super Extras)

- Your Income Protection benefit has been structured using an Indemnity basis which means that the benefit we pay you will be based on your income at or near the time of your claim. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.
- It is a requirement under superannuation legislation that you cannot receive more than 100 percent of your Pre-disablement Income (Indemnity) from all sources. In these circumstances, the monthly benefit under the Superannuation Income Protection Plan may be reduced so that it does not exceed 100% of your Pre-disablement Income.
- The amount of such reduction can be paid under the linked Super Extras policy (if relevant).
- AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 3% each year to ensure that the value of your cover keeps pace with inflation. The monthly benefit payable may be reduced so that it does not exceed 100 percent of your Pre-Disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant).

#### Extended Indemnity (available as a Super Only benefit or with Super Extras)

- Your Income Protection benefit has been structured using an Extended Indemnity basis which means that the benefit we pay you will be based on your best consecutive 12 months income over the three years prior to disablement. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.
- It is a requirement under superannuation legislation that you cannot receive more than 100 percent of your Pre-disablement Income (Indemnity) from all sources. In these circumstances, the monthly benefit under the Superannuation Income Protection Plan may be reduced so that it does not exceed 100% of your Pre-disablement Income.
- The amount of such reduction can be paid under the linked Super Extras policy (if relevant).
- AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) increase or 3% each year to ensure that the value of your cover keeps pace with inflation. The monthly benefit payable may be reduced so that it does not exceed 100 percent of your Pre-Disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant).

#### Select the appropriate benefit:

- **Super Extras** will provide you with a non-superannuation version of each benefit you have selected under the Superannuation Income Protection Plan (including Retirement Optimiser, Claim Escalation and Day 1 Accident optional benefits).
- Income Protection benefits that cannot be paid under the Superannuation Income Protection Plan because they do not satisfy a permitted condition of release may be paid outside of the superannuation environment via Super Extras direct to you.
- The following optional benefits are available under Super Extras via a linked superannuation Income Protection benefit:

## Reasons for recommending AIA Australia

---

### Superannuation Income Protection *(continued)*

(Select either Advantage Optional or PLUS Optional benefit where applicable):

- The **Advantage Optional benefit (For occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D)** provides the Specified Injury benefit, the Total Disablement – Multi Definition and the Partial Disablement – Multi Definition.
  - › being assessed under the Total Disablement – Multi Definition or the Partial Disablement – Multi Definition at time of disablement provides the security of knowing that you will receive the benefit of the definition that favours you; duty, time and/or income, with the highest monetary payment each month;
  - › the Specified Injury benefit pays a monthly benefit up to 60 months for a listed event under paralysis, loss or partial loss of various limbs and fracture of various bones due to injury.
- The **PLUS Optional benefit** will provide a range of additional benefits to provide financial support and assist with recovery from injury or sickness, including:
  - › six months advance payment on diagnosis of a listed Crisis Event;
  - › (for occupation categories A1, A2, A3, A4, M, B1, B2, C1, C2 and D) being assessed under the Total Disablement – Multi Definition or the Partial Disablement – Multi Definition at time of disablement which provides the security of knowing that you will receive the benefit of the definition that favours you duty, time and/or income, with the highest monetary payment each month.
- The **Day 1 Accident benefit (30 days)** will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 30 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears.
- The **Day 1 Accident benefit (3 days)** will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 3 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears or at the end of the disablement, whichever occurs first.
- To ensure that your monthly benefit payments will keep pace with inflation, the **Claim Escalation benefit** will automatically increase your benefit annually by the CPI increase, up to a maximum of 5%, each year until the earliest to occur of, the end of your benefit period or the latest Policy Anniversary prior to your 65th birthday.

### Super Tax Rebate

- Paying for your premiums within the superannuation environment can save you money when you fund your premiums by rollover (or transfer) from an external complying superannuation fund on a yearly or half-yearly basis in advance, as you will be eligible for the 15% Super Tax Rebate (you only pay 85% of the premium).
-

## AIA Australia

509 St Kilda Road  
Melbourne VIC 3004

[aia.com.au](http://aia.com.au)