Perpetual WealthFocus Super Plan

October 2009

Offering your clients insurance through WealthFocus Super Plan gives them access to a range of benefits

Better cover for less

Our premiums for death and TPD make this cover one of the most competitively priced packages in the market, while the flexible definitions for our salary continuance option compare extremely favourably with other providers.

Your clients will also receive enhanced levels of cover via our group insurance policies, which offer many of the features and benefits of retail policies but at much lower prices. All our premiums are also guaranteed until November 2013.

Increased tax-effectiveness

All premiums paid by your client for insurance cover are fully deductible to WealthFocus Super Plan, with this benefit passed directly onto your client each month.

We do this by deducting fewer units to cover the monthly premium. For example, if the premium is $100 per month, we would only deduct $85 in units, with the 15% less units being the tax deduction.

Having insurance through super is both tax and cashflow-effective, as your clients do not have to use their after-tax earnings to pay for premiums.

Instead, premiums are deducted from their super balance, which may be made up of super guarantee contributions, salary sacrifice contributions or personal contributions from pre-tax dollars (if they are self-employed).

Greater flexibility

The terms and conditions for all four categories are extremely flexible, making it easy for you to tailor an insurance package that best meets your clients' needs.

Improved definitions, and increased eligibility and coverage ages for our death and TPD cover, gives your clients peace of mind that they can be covered for longer. Your clients can also choose to have differing amounts of death and TPD cover.

Our salary continuation package has both an 'indemnity' and 'agreed value' option, as well as having flexible waiting periods of 30, 60, or 90 days, and flexible benefit periods of two years, five years or to age 65.

Cover for life

Our 'life stages' event option means your clients' insurance cover moves with them throughout their life, taking into account important events in their personal or business life such as salary increases, marriage, starting a family or being a key person in a business.

This option allows you to immediately increase your clients' death-only, TPD-only or death and TPD cover up to certain limits without underwriting or further medical evidence.

Easy application process

To reduce paperwork for you, we have created a short form application that can be used for the following insurance options:

- death-only (up to $1 million)
- TPD-only (up to $1 million)
- death and TPD (up to $1 million)
- salary continuance (up to $8,000 per month).

You can also use our 'insurance needs' calculator and insurance training modules to help accurately calculate your clients' cover.

You will also receive priority access to our insurer's panel of underwriters, which will help speed up your clients' application, as well as being able to check the progress of your clients' underwriting and claim process online.

We understand that there can be delays when arranging transfers of superannuation money, so we can accept your clients' insurance application before their rollover is finalised.

This gives you the added comfort of knowing that your client will be insured for up to 120 days while you arrange their rollover into WealthFocus Super Plan.

Insurance available through Perpetual WealthFocus Super Plan

	Death-only	TPD-only	Death and TPD	Salary continuance
This covers your client if they:	▪ die ▪ become terminally ill	▪ become totally or permanently disabled	▪ die ▪ become terminally ill ▪ become totally or permanently disabled	▪ become temporarily, totally or partially disabled due to illness or injury and are unable to work
The benefits offered by this cover are:	▪ death benefit ▪ terminal illness benefit	▪ TPD benefit ▪ a limited death benefit of $10,000	▪ become totally or permanently disabled	▪ total disability benefit ▪ partial disability benefit
Your client can use these benefits to:	▪ pay off debt ▪ leave money for family to live on ▪ help with living expenses or estate planning	▪ pay off debt ▪ continue the current standard of living ▪ cover medical expenses	▪ pay off debt ▪ continue the current standard of living ▪ cover medical expenses	▪ replace wages or salary to cover bills, mortgage repayments and other daily living costs ▪ replace a majority of earnings to help maintain current lifestyle
Key features of this cover include:	▪ a life stage events option (also known as future insurability) ▪ no maximum limit on sum insured ▪ cover is available to age 75 ▪ automatic indexing of sum insured at the lower of CPI and 5% on an annual basis ▪ continuation option ▪ accidental cover while being underwritten at no additional cost (up to $1 million)	▪ a life stage events option (also known as future insurability) ▪ $3 million maximum sum insured ▪ automatic indexing of the sum insured at the lower of CPI and 5% on an annual basis ▪ cover available until age 70, with restrictions applying to clients over 65 ▪ accidental cover while being underwritten at no additional cost (up to $1 million)	▪ a life stage events option (also known as future insurability) ▪ $3 million maximum sum insured for TPD ▪ automatic indexing of sum insured at the lower of CPI and 5% on an annual basis ▪ TPD cover available until age 70, with restrictions applying to clients over 65 ▪ accidental cover while being underwritten at no additional cost (up to $1 million)	▪ the choice between agreed value (at additional cost) and indemnity value ▪ automatic indexing of sum insured at the lower of CPI and 5% on an annual basis ▪ cover up to 12 months while unemployed, with a mental illness exclusion ▪ reimbursement of approved rehabilitation expenses ▪ choice between 30, 60 or 90-day waiting period ▪ choice for benefit to be paid for two years, five years or to age 65 ▪ superannuation component ▪ maximum cover is the lessor of: – 75% of monthly income (plus an optional additional 10% paid directly by us into your client's Super Plan account) – $25,000 monthly benefit ▪ Cover available to age 65 ▪ accidental cover while being underwritten at no additional cost (up to $15,000 per month)

Your clients' insurance moves with them

Our 'life stages' event option enables you to increase your clients' death-only, TPD-only or death and TPD cover up to certain limits **without underwriting or further medical evidence** being required.

Life stage event	Death/TPD increase limit
Personal events ▪ marriage or divorce ▪ turning age 30 ▪ the birth or adoption of a child ▪ a child turning age 12 or commencing at a private school ▪ a salary increase of more than $10,000 per annum	The lesser of: ▪ 25% of your current sum insured ▪ $200,000
Rewarding member loyalty Attaining five years' membership of the Super Plan with death/TPD cover held continuously over that time.	The lesser of: ▪ 25% of your current sum insured ▪ $200,000
Other personal event Taking out or increase a first mortgage over a principal place of residence with a registered mortgage provider.	The lesser of: ▪ 50% of the current sum insured ▪ the amount of the first mortgage or the amount of the increase of the first mortgage (as applicable) ▪ $200,000
Business event Being a key person in a business (working partner, director or significant shareholder) where the value or financial interest in the business (averaged over the last three years) has increased.	The lesser of: ▪ 25% of the current sum insured ▪ the increase in the value of the financial interest in the business or the value of the business (as appropriate) averaged over the last three years ▪ $200,000

Commission options

Based on your feedback, we have structured the commission structure of our insurance package to better meet the needs of your business – without any additional cost to your clients.

You can choose to receive the level commission or upfront/stepped commission option, while our unique loyalty structure rewards you through increasing the level of renewal premium each year on the upfront/stepped option.

The options available are:

- **Level commissions**, where the commission amount will be the same for each year
- **Stepped commissions**, where the commission amount will vary for each year that your client's insurance cover is active.

Policy year	Level commissions	Stepped commissions
Year 1	25%	100%
Year 2	25%	7%
Year 3	25%	9%
Year 4	25%	11%
Year 5 onwards	25%	13%

All figures include GST.

Our easy application process

We have kept paperwork to a minimum to make our application process as easy as possible for you.

It doesn't matter if you're working with new or existing clients, all the documents you need for insurance applications within WealthFocus Super Plan are available at www.perpetual.com.au/forms

For new insurance applications

Our 'short personal statement' application form can be completed for all your new or existing WealthFocus Super Plan clients wishing to take out:

- death-only cover up to $1 million
- TPD-only cover up to $1 million
- death and TPD up to $1 million
- salary continuance cover up to $8,000 per month.

This application form is also now available online on our secure site as a writable PDF.

For clients needing more cover, you will need to complete the full insurance application form in the WealthFocus Super Plan Product Disclosure Statement.

For existing insurance applications

You can move you client's existing insurance cover to WealthFocus Super Plan without having to supply additional medical or financial information using our 'Insurance transfer form' (some conditions apply).

You can also increase your client's current death-only, TPD-only or death and TPD insurance cover via our Life stages option, using our 'Life stages insurance form' (some conditions apply).

For further information, please contact your Perpetual WealthFocus Business Development Manager on 1800 062 725 or visit www.perpetual.com.au/wealthfocus

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Further information

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