



REQUEST FOR WEALTH PROTECTION INSURANCE QUOTE (please complete all shaded sections)

Name _____

Address _____

State _____ Postcode _____

Phone (H) (_____) _____ (W) (_____) _____

Mobile _____ Email _____

Gender : Date of Birth: _____

Have you smoked tobacco or any other substances in the last 12 months?

Occupation (including duties performed):

Years in occupation and Qualifications (if applicable):

206008

Life Insurance

Life Insurance provides you with peace of mind now by ensuring your family will be financial supported when they need it most. As well as providing a lump sum payment on death, the policy includes a terminal illness benefit, in the form of a lump sum, if the person insured is diagnosed with a terminal illness and has medically been given less than twelve months to live.

People take out term life cover to pay out their debts and leave a lump sum to provide financial security for their partner and/or children.

Differences between Personally owned cover and cover inside superannuation

Life Insurance can be taken as a personally-owned policy (outside of super) or within the superannuation environment by using a superannuation fund. Some advantages and disadvantages of taking life insurance inside and outside of super are outlined below:

Personally-owned Life Insurance

Advantages

- Benefits are paid tax-free to all beneficiaries

Disadvantages

- Premiums are not tax deductible
- Reduction of personal cash flow

Life Insurance Inside Super

Advantages

- Premiums are tax deductible for the superannuation fund
- Benefits are paid tax-free to superannuation tax dependants
- Personal cash flow is not affected

Disadvantages

- Premium payments reduce superannuation balance thus reducing potential superannuation benefits
- Benefits paid to non- tax dependants are taxable at up to 31.5%

Requested Life Insurance cover amount: \$ _____

Policy held: _____ (please select one)

Differences between 'stepped' and 'level' premiums

Stepped Premium Rates increase each year as you get older. Level premium rates are initially more expensive than stepped premiums but do not increase with age. As a guide, if you intend to keep your insurance for more than 12 years, you will pay less overall with the level premium option. Please note that all insurance types taken under the one policy must have the same premium rate structure.

Premium option: _____ (please select one)

Total and Permanent Disability Insurance

Total and Permanent Disability (TPD) Insurance provides a lump sum benefit in the event that the insured becomes totally and permanently disabled and is deemed never to be able to return to the workforce. TPD Insurance can be taken as a personally-owned policy (outside of super) or via your superannuation fund.

Requested TPD Insurance Benefit cover amount: \$ _____

Personally-owned TPD Insurance

Advantages

- Benefits are paid tax-free
- Benefits are paid without having to meet a “Condition of Release” of funds.

Disadvantages

- Premiums are not tax deductible
- Reduction of personal cash flow

TPD Insurance Inside Super

Advantages

- Premiums are tax deductible for superannuation fund
- Benefits are paid tax-free if over 60 years of age
- Personal cash flow is maintained

Disadvantages

- Premium payments reduce superannuation balance thus reducing final benefits
- Benefits may be taxed if under 60 years of age
- Need to meet a “Condition of Release” as decided by the trustee of the Superannuation fund in order for benefits to be received.

Policy Held: _____ (please select one)

Difference between ‘own’ occupation and ‘any’ occupation cover

You can choose to be covered in the event that you are unable to carry out the duties of your own occupation, or any occupation for which you have suitable education, training or experience. Own occupation definition cover is only available for certain occupational groups. Any occupation definition cover is recommended if you are taking out insurance inside superannuation as its definition closely resembles that of the “permanent incapacity” condition of release for superannuation benefits.

Type of occupation cover requested: _____ (please select one)

Income Protection (IP) Insurance

Income Protection Insurance is designed to replace up to 75% of the insured person's income if they are totally disabled through sickness or injury and can not work for longer than the specified waiting period. If you found yourself unable to work and produce an income you would find it very difficult to maintain your current lifestyle. With this in mind it is important to protect your most valuable asset, your income. An added benefit is that Income Protection premiums are tax deductible, making the after-tax cost of the premiums very reasonable.

Income protection insurance can be taken as a personally owned policy (outside of super) or via your superannuation fund.

Personally-owned IP Insurance

Advantages

- Premiums are tax deductible at marginal tax rates (up to 45%) which are higher than superannuation tax rates (up to 15%)
- Premium payments do not reduce superannuation balance thus reducing final benefits
- You do not need to meet a "Condition of Release" as decided by the trustee of the Superannuation fund in order for benefits to be received.

IP Insurance Inside Super

Advantages

- Your personal cash flow is maintained
- Premiums are tax deductible (although at a maximum of 15% against up to 45% outside of superannuation)

Amount of cover requested (% of current Income – can be up to 75%) : _____

Policy Held:

(please select one)

Income Protection Options

Waiting Period: The waiting period is the amount of time from the diagnosis of your injury or illness until payments from the insurer commence. The longer the period, the lower the premium. Your choice of waiting period depends on how long you are willing to fund your lifestyle expenses from your current cash flow and how long you are willing to be covered by employer payments (such as sick leave, annual leave, long service leave)

Benefit Period: The benefit period is the length of time the insurer will pay you a benefit if you are unable to work due to injury or illness. You can select from benefit periods of 2 years, 5 years or until you turn 60 or 65 years of age.

Increasing Claim Option: Selecting this option means that the benefit amount paid to you will be regularly indexed to inflation, which ensures your real benefit is maintained. We have included this option in your quote.

Superannuation Guarantee Continuance: This is an option available through your Income Protection policy and ensures that superannuation contributions continue throughout the benefit period. We recommend this option to ensure you continue to save for your retirement during any period of illness or injury.

I would like the following income protection options:

Waiting Period: (please select one)

Benefit Period: (please select one)

Increasing Claim Option: (please select one)

Superannuation Guarantee Continuance: (please select one)

Trauma Insurance

Trauma Insurance pays a lump sum benefit in the event that the insured suffers a specified traumatic medical event such as the diagnosis of cancer or coronary disease. The full list of medical conditions that are covered by the policy are outlined the relevant Product Disclosure Statement (PDS). Suffering such a medical condition is likely to place you and your family in financial hardship as you are faced with potentially expensive medical costs and rehabilitation, as well as the trauma and lifestyle disruption associated with diagnosis and treatment. Trauma Insurance is specifically designed to cover the cost of medical treatment, help with short-term debt management and child care, and provide enough money to get you through your recovery period. For this reason, it is important to take up an adequate level of Trauma Insurance.

There is a 3-month waiting period for certain trauma conditions, and as such you will not be covered for those conditions for the first 3 months of the policy.

You can also take out Children's trauma cover which will pay a benefit if your child dies or suffers a specified condition. The benefit could be used for payment of medical costs and replacement of income for you to stay at home whilst the child recuperates

Requested Trauma Insurance Benefit Amount: \$ _____

Requested Children's Trauma Benefit Amount: \$ _____ per child x ____ children.

Client Declaration

Please provide quotes for the insurance requirements outlined above.

I/we Confirm that **Investors Save Dollars**:

- Provided me/us with a current Financial Services Guide (FSG) which I/we have read and understood; and
- Offered to provide advice in relation to the effect of these transactions on my circumstances. I/We declined this offer of advice and specifically requested that you do not investigate my personal circumstances or current investments.
- Has not provided me/us with any financial planning or wealth protection (insurance) advice, nor recommended any financial product to me/us;
- I / We also confirm that I am / We are aware that there may be risks related to the product(s) which I/we have selected including, but not limited to, risks associated with:
- Product issuers (including the quality and experience of the issuer, associated companies, management company and trustee, as appropriate);
- Appropriateness of the products to my/our personal situation, financial needs and objectives;
- The impact which these products may/will have on my existing financial strategy and/or investment portfolio.

Individual Authority:

Individual Authority:

Signature

Signature

Date

Date

On behalf of (if relevant): _____

Please return to:

**Investors Save Dollars
Reply Paid 135
P O Box 135
Campsie NSW 2194
Australia**

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