

Unnecessary obstacles
between my clients and
the insurance they need.

We're removing
some of them.



AXA's individual insurance solution upgrade

April 2009

As part of our commitment to provide more accessible and competitive insurance in 2009, we have reviewed and upgraded many of our underwriting requirements to make it even easier to insure your clients with AXA.

Fewer delays for healthy clients will help ensure quicker processing, increasing the percentage of completions and lowering end-to-end turnaround times.

Following is a summary of the changes that will take effect on 6 April 2009.

New mandatory medical requirements

We have updated the mandatory medical underwriting requirements for our life, income protection and total and permanent disability (TPD) plans by raising the level of cover for which blood screens and other medical exams are required. We have also lifted the threshold for a blood screen for clients aged 46 to 50 on our trauma insurance plans.

Life and TPD

For clients aged 45 and below, the threshold for mandatory blood screens has been lifted from \$1,000,001 to \$2,500,001, and from \$1,000,001 to \$1,500,001 for the 46 to 50 age group. The new limit for a General Practitioner (GP) exam for those aged up to 45 has also been raised from \$2,000,001 to \$2,500,001.

Mini checks have been removed for all ages and paramedical exams have been removed for all ages up to 50.

Current age	Blood screen	Medical exam by usual GP or para-medical evaluation	Usual GP exam	PMAR	Resting ECG	Specialist medical exam and exercise ECG
Up to 40	\$2,500,001	n/a	\$2,500,001	\$3,000,001	n/a	\$5,000,001
41-45	\$2,500,001	n/a	\$2,500,001	\$3,000,001	\$2,500,001	\$5,000,001
46-50	\$1,500,001	n/a	\$1,500,001	\$3,000,001	\$2,500,001	\$5,000,001
51-55	\$750,001	\$750,001	\$1,000,001	\$3,000,001	\$1,500,001	\$5,000,001
56-60	\$500,001	\$500,001	\$1,000,001	\$3,000,001	\$1,000,001	\$5,000,001
61-65	\$500,001	\$100,001	\$1,000,001	\$3,000,001	\$750,001	\$5,000,001
66 +	\$500,001	\$1	\$500,001	\$3,000,001	\$750,001	\$5,000,001



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Trauma

For trauma we have lifted the threshold for a blood screen for those aged 46 to 50, from \$500,001 to \$750,001.

Current age	Blood screen	Med exam by usual GP	Full blood count	Resting ECG	PSA	Mammogram
Up to 40	\$1,000,001	\$1,000,001	\$1,000,001	\$1,000,001	\$1,500,001	\$1,000,001
41-45	\$750,001	\$750,001	\$1,000,001	\$1,000,001	\$1,500,001	\$1,000,001
46-50	\$750,001	\$750,001	\$750,001	\$1,000,001	\$1,500,001	\$1,000,001
51-55	\$500,001	\$500,001	\$500,001	\$750,001	\$500,001	\$500,001
56-60	\$250,001	\$250,001	\$250,001	\$250,001	\$500,001	\$500,001
61+	\$1	\$1	\$1	\$1	\$1	\$1

Income insurance and business expenses

The processing of income insurance applications for healthy young people with a monthly benefit over \$10,000 previously required a Personal Medical Attendant's Report (PMAR). By lifting the mandatory requirement for a PMAR from \$10,001 to \$15,001 for ages up to 50, turnaround times will be significantly shortened, encouraging a higher completion rate.

Current age	Blood screen	Mini check	PMAR
Up to 40	\$8,501	\$10,001	\$15,001
41-45	\$7,501	\$10,001	\$15,001
46-50	\$7,501	\$10,001	\$15,001
51-55	\$6,001	\$10,001	\$7,501
56-60	\$6,001	\$10,001	\$1
60+ (senior prof. only)	\$1	-	\$1

New financial requirements for agreed value income insurance

We've raised the financial underwriting limit for the income insurance occupational categories as shown below. These new income limits will simplify and reduce the financial requirements requested at application time, leading to a smoother process for income insurance applications.

Occupational groups/plan	Financial evidence required (Agreed value only)	Maximum monthly benefit (Industry wide)
MP	\$12,001	\$30,000
AA	\$12,001	\$30,000
A	\$10,001	\$30,000
B	\$6,001	\$30,000
C	\$5,001	\$30,000
D	\$4,001	\$30,000
F	N/A	\$3,500

New discretionary medical requirements

We have also changed the point at which we request a mini check for body mass index (BMI) for our insurance products, from 33 to 32. This change still places AXA in the top quartile of all life insurance companies in regards to the point at which we require clients to undergo this check. We remain conscious of the fact that it is important to assess clients efficiently to ensure the sustainability of our product.

Underwriting limits for insurance on Summit, Generations and ipac platforms

Advisers selling insurance on Summit, Generations and ipac should note that all underwriting will be processed under new rules specific to platforms, from the release date, 6 April 2009 (refer to AXA's platform insurance mandatory underwriting limits flyer). The insurance premium calculator on the Summit Online and ipac websites will be updated on 17 April 2009. Procedures will be put in place from 6 April 2009 to avoid any requests for medical requirements that are no longer needed under the new limits.

Premium quoting tool update

The Premium quoting tool (PQT) version 4.1 is now available to download. This version includes the latest underwriting limits, the removal of 15 BELOW and a new expanded occupation list. Download the updated PQT from AXA's individual insurance solution upgrade microsite today at www.axaadvantage.com.au/insuranceupgrade.

Discounted insurance available through North

North is AXA's new capital protected product, which is proving to be a very popular product in 2009. Although AXA's individual insurance products have always been offered to clients as part of the North package, we have now upgraded our systems to allow our popular Workplace Rewards and Family (WR&F) programme to be included through North. As always, all commission options (upfront, hybrid and flat) are also available when purchasing insurance in North.

Removal of 15 BELOW

The 15 BELOW campaign, which was available for a limited time only, has now finished. As a result, the option to select 15 BELOW for life insurance has been removed from the PQT.

More information

We are confident that the changes made to the mandatory underwriting limits on all of our insurance plans, will assist you and your clients to complete applications quicker and receive underwriting decisions faster, making it even easier to do business with AXA.

For more information on the new underwriting limits, please speak to your Business Development Representative on 1800 655 655, or visit AXA's individual insurance solution upgrade microsite at www.axaadvantage.com.au/insuranceupgrade.

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