

# Looking for flexible insurance in a SMSF?

It's a winning combination with Flexible Recovery Money

## Information for advisers

Give your clients a unique insurance solution in a Self Managed Super Fund that is so adaptable it offers greater peace of mind for now and tomorrow.

### Why have insurance in a Self Managed Super Fund?

- **Unlimited Life cover:** ability to have unlimited Life cover now that RBLs are gone
- **Pay less tax:** claim tax deductions on contributions and pay no contributions tax on insurance premiums
- **Excellent for estate planning:** dependants may be eligible to receive tax-free lump sum payments in the event of death
- **Manages itself:** reduced risk of policy lapsing

Aviva offers the usual insurance that is suitable for a SMSF including Life, TPD and Income Protection...with something extra!

### Take a look at our Flexible Recovery Money! It offers...

- **Ease:** bundle life and trauma cover with optional TPD with ease
- **Efficiency:** you receive bundled pricing that offers significant pricing efficiencies
- **Tax effectiveness:** opportunity to maximise the SMSF after tax income
- **Flexible ownership:** split the ownership so the SMSF can own Life and TPD cover and the Life Insured can own the Critical Illness cover. It's that easy!

### Why is Flexible Recover Money so distinctive to any other insurance?

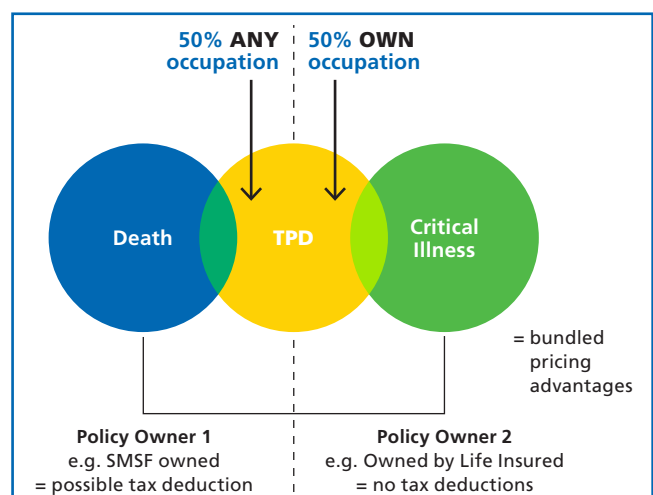
- **Value:** the net cost after tax deductions make it a cost effective insurance solution
- **Compatibility:** links superbly with Navigator Personal Investment Plan – Self Managed Super Fund

### The facts for superannuation in general:

1. The average levels of death cover in superannuation represents only 20% of average needs
2. 60% of Australians don't have enough life insurance to look after their dependants for more than one year if they were to die
3. 4% of Australians have life insurance more than 10 times their earnings
4. 10% of Australians have cover between 6 and 10 times their earnings
5. 26% of Australians have cover between one and five times their earnings

Source: IFSA, Corporate and Financial Services Regulation Review, January 2007

### Are your clients any different?



## Take a look at our awards



### Flexible Recovery Money Benefits

- lump sum if you lose your life or become critically ill
- pay Life and TPD premiums from your super contributions
- receive up to \$10,000 as an advance payment for funeral expenses
- advanced death benefit payment if diagnosed as terminally ill<sup>^</sup>
- automatic annual increases in your cover in line with inflation<sup>^^</sup>
- automatic renewal of your policy until it expires
- increase cover when significant events occur e.g. marriage or having children<sup>^^^</sup>
- freeze your premiums after your 30th birthday<sup>#</sup>
- guaranteed policy upgrade automatically if the policy improves
- be protected from accidents before your application is completed, known as the 'Interim Accident Benefit'
- receive up to \$2,000 reimbursement for the cost of a financial plan

### Extra flexible benefits

At an additional cost you can add the following benefits to your Flexible Recover Money cover:

- waive premiums if totally disabled
- protection against nine specified severe illnesses and can be paid as a one off partial- payment of the Critical Illness Benefit
- protection for medical and dental professionals against occupationally acquired Hepatitis B and C up to \$500,000
- reinstate 100% of your Critical Illness insurance
- re-purchase insurance for loss of life
- increase death and/or disability cover yearly to reflect your revised business value
- protect up to five children or grandchildren under age 16 by insuring each of them

#### How much can you apply for?

<b>Critical Illness cover</b>	Apply for up to \$2,000,000
<b>Life cover</b>	No limit
<b>TPD cover</b> (optional at additional cost)	Apply for up to \$5,000,000 <sup>##</sup>

**For more information speak with your Aviva BDM**

**Terms and conditions:** Aviva Protection – Flexible Recovery Money is an ancillary policy that can only be held in conjunction with an approved Aviva Protection – Life Policy. <sup>^</sup>Terminal Illness is when you are likely to lose your life within 12 months. <sup>^^</sup>Minimum CPI is 3% p.a. <sup>^^^</sup>Conditions apply. <sup>#</sup>Fixing the premium will result in a reduction to your level of cover. <sup>##</sup>For any TPD amount above \$3,000,000 the Activities of Daily Living definition will apply.

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509 St Kilda Rd Melbourne VIC 3004 Telephone Client Services on 1800 626 110 Fax 03 9804 5239 or visit [avivagroup.com.au](http://avivagroup.com.au)