



MLC Insurance
Enjoy life





Enjoy life!

Enjoying life is all about living today. But it's not always easy if you are worried about tomorrow. So rather than worrying about what may or may not happen, insure yourself financially and you can get on with enjoying life!



MLC Personal Protection Portfolio

MLC Personal Protection Portfolio is more than your ordinary life insurance policy. You can choose a combination of insurance to suit your individual needs and wrap it all into one consolidated portfolio with one annual statement.

And, because life is always full of changes, you can modify your cover to suit your developing needs. The types of insurance available include:

- Income Protection
- Critical Illness
- Life Cover
- Total and Permanent Disability
- Business Expenses

Each policy can also include up to six lives, and each life insured can have different types of insurance and levels of cover with only one policy fee payable overall – making it an excellent insurance option for personal needs, a small family business, or partnership.

Upgrade with MLC

Our philosophy on upgrading is unlike any other.

Since 1986, we have looked for ways to improve and enhance our insurance offering. And every time we find one, provided it won't affect your premiums, we will pass the improvement on to you, regardless of your health status or age.

This is what we call our Upgrade Philosophy. While many other insurance companies offer a similar 'Guarantee of Upgrade', they may only apply upgrades to clients in a particular policy series, new clients, or clients commencing cover from a certain point in time.

MLC's Upgrade Philosophy means you don't need to remember what has and hasn't been added to your policy – because all upgrades automatically apply.

And with over 200 upgrades passed on to clients over the last 20 years, MLC is serious about providing you with the best cover possible.



Be confident in your insurer. In 2005, for the fourth year running, Personal Investor Magazine awarded MLC 'Insurance Company of the Year' in the Personal Investor Magazine Awards for Excellence in Financial Services.

MLC was also awarded Insurance Company of the Year for 2006 by the Australia and New Zealand Institute of Insurance and Finance for the second time in three years.

The MLC Upgrade Philosophy in action

Following the recommendation of his adviser, Bob, a carpenter, took out MLC Life Cover and MLC Income Protection in 1994. While ten years passed without the need to claim, in 2004 Bob required urgent By-Pass Heart Surgery.

Thankfully, because of his insurance, the financial side of things was looked after. And because Bob had taken his Income Protection cover with an Extra Benefits Option he not only received \$3,700 per month benefit for his 5 months off work, he was also eligible for a no claim bonus of 25%.

Of even more value, a 1997 upgrade meant double benefits would apply to By-Pass Heart Surgery (including the no claim bonus), while a further upgrade in 1999 meant they would actually apply in his case even though that benefit did not initially apply to Bob's policy when he originally took it out due to his occupation. The monthly benefit Bob actually received was \$9,250 or two and a half times his insured benefit, and in total, \$27,750 more in benefits than he had originally anticipated.

Bob thanked his adviser and MLC for the enormous difference the benefits had made during that difficult time. Even more so with the realisation that had he insured elsewhere, it is unlikely he would have automatically received the improvements in benefits that made all the difference.

Please note: This case study is for illustrative purposes only.

It's all fun and games...
till someone gets hurt!

MLC Income Protection
Survive the rough patches

Who will look after your finances if you can't work due to sickness or injury?

Health insurance may cover a proportion of your medical bills, but it won't pay your rent or mortgage and living costs.

And don't count on a Centrelink Sickness Allowance. Even if you are eligible, you can only receive up to \$210.45 a week if you're single, or up to \$189.90 per week per person if part of a couple! So what's the answer?

MLC Income Protection Insurance.

MLC Income Protection provides you with a monthly benefit up to 75% of your income to replace lost earnings if you become disabled and are unable to work. You can add optional benefits if required and you may even be able to claim a tax deduction on your premiums. Full details are contained in the MLC Personal Protection Portfolio Product Disclosure Statement and policy document.

MLC Income Protection solutions at a glance

	Risk Covered	Benefit
MLC Income Protection Standard	Temporary disability, unable to work	A monthly benefit to replace lost earnings with limited cover for a lower premium.
MLC Income Protection Plus	Temporary disability, unable to work	A monthly benefit to replace lost earnings with a broader range of benefits and options.
MLC Income Protection Plus with Extra Benefits Option	Optional benefits to the policy	Extra benefits for an additional premium.



Income Protection pointer

No claim bonus – Income Protection Plus

For every year you do not make a claim under Income Protection insurance, we will reward you with an increase in your monthly benefit for the first year of a claim.

Years without a claim

1 2 3 4 5 6+

Increase in monthly benefit

0% 5% 10% 15% 20% 25%



It's the journey that matters

MLC Critical Illness

Get back on track

If you're ill, you want to focus on getting better, not worrying about your finances!

MLC Critical Illness Cover will take away your financial worries, so you can get back on track.

MLC Critical Illness pays you a lump sum if you develop or suffer certain critical illnesses. You receive the money when you need it most, so you have one less thing to worry about.

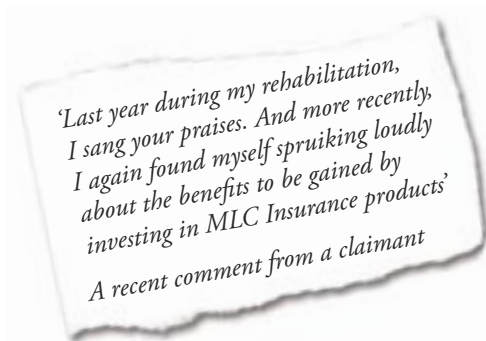
Critical conditions covered include Heart Attack, Coronary Artery By-Pass Surgery, Cancer, Stroke and Loss of Independence where you are permanently unable to look after yourself. If you choose Critical Illness as part of your Life Cover, for an additional premium you can also add Total and Permanent Disability as a critical condition.

MLC Critical Illness Plus covers a wider range of critical conditions – 40 in total. You can also choose to have Critical Illness Plus as a Stand Alone policy, without Life Cover. Full details are contained in the MLC Personal Protection Portfolio Product Disclosure Statement and policy document.

And with the option of comprehensive cover or a lower cost version, MLC Critical Illness Cover is simple, flexible and affordable.

MLC Critical Illness solutions at a glance

	Conditions	Benefit
MLC Critical Illness Plus	A wide range of defined critical conditions	A lump sum to help make recovery a lot easier.
MLC Critical Illness Standard	A limited number of critical conditions	A lump sum to help make recovery a lot easier.
MLC Critical Illness Plus with Extra Benefits Option	Additional conditions for which a partial benefit may be payable	Extra benefits including Critical Illness buy back for an additional premium.



A photograph of a woman with a white towel on her head kissing a man on the cheek. The man is holding a blue razor. The scene is set against a white background with a blue abstract shape. The image is framed by a blue and white circular graphic on the left side.

Actions speak louder than words

MLC Life Cover
Protect the ones you love

Protecting loved ones is a natural instinct. But how can you protect them if you're not around?

MLC Life Cover helps your family maintain their financial position in the event of your death by providing your beneficiaries with an agreed lump sum.

You can choose a standard cover at an affordable price, or a more comprehensive cover with a range of benefits for even more peace of mind.

At no extra cost, MLC Life Cover provides you with a lump sum payment (up to a maximum of \$2 million) if you are diagnosed with a Terminal Illness.

MLC Life Cover Plus also provides you with a lump sum payment (up to a maximum of \$2 million) if you suffer a specified Accidental Injury (such as the loss of sight or the use of limbs). Full details are contained in the MLC Personal Protection Portfolio Product Disclosure Statement and policy document.

MLC Life Cover solutions at a glance

Insurance	Risk Covered	Benefit
MLC Life Cover Plus	Death	A lump sum
	Terminal Illness	A lump sum
	Accidental Injury	Part or all of the lump sum
MLC Life Cover Standard	Death	A lump sum
	Terminal Illness	A lump sum

60% of Australian families with dependants will run out of money within 12 months if the main income earner dies.

Source: TNS Research, Investigating the issue of underinsurance in Australia, August 2005.



Few can see the future

MLC Total and
Permanent Disability
Financial security
for the unexpected

When one door closes, another opens. But what if there's a sudden twist behind the new door and you find yourself unable to work again?

MLC Total and Permanent Disability (TPD) cover offers financial security for the unexpected by providing you with a lump sum if you suffer Total and Permanent Disability and are unable to work again.

MLC TPD also includes a special Loss of Independence benefit (up to \$500,000) for people aged 65 and over. This benefit provides an agreed lump sum to help you if you are unable to look after yourself. Full details are contained in the MLC Personal Protection Portfolio Product Disclosure Statement and policy document.

MLC TPD solutions at a glance

Insurance	Risk Covered	Benefit
MLC TPD	Total and Permanent Disability	A lump sum
	Loss of Independence	A lump sum to help people who can no longer look after themselves.



TPD pointer

Recognising the differences between TPD and Critical Illness policies is important as some conditions covered under TPD may not be covered under Critical Illness.

For example:

- Back conditions
- Stress
- Depression

Conversely, some conditions covered by a Critical Illness policy may not result in TPD.

For example:

- By-Pass/Heart Surgery
- Heart Attack

Keep things afloat

MLC Business Expenses

The perfect backup plan



Running a successful business takes time, money and a lot of hard work. So when you're creating your business continuity plan, insuring your business should be at the top of your list.

MLC Business Expenses reimburses you for fixed expenses incurred to keep your business going if you become totally disabled and cannot work. Business expenses would be the reasonable and regular normal operating costs of the business you own and manage. They can include rent or mortgage payments, electricity and water costs, and even the salaries of employees not generating business income. Full details are contained in the MLC Personal Protection Portfolio Product Disclosure Statement and policy document.

Some Business Expenses what ifs...

What if your business continues to generate income while you are disabled? We will not reduce your benefits.

What if your expenses are more, or less, than the benefit amount? We will reimburse you for the covered expenses your business actually incurred up to the amount of monthly cover you purchased.

What if there is more than one owner of the business? We will pay you your share of the covered expenses.

What if you change businesses? Your policy is portable. You can simply apply it to your new business.

Using MLC Personal Protection Portfolio for your business insurance needs

Risk Covered	Benefit
Death or major illness, or injury of a partner	A lump sum to help purchase their interest in the business Financial help to pay income tax or capital gains tax
Death or major illness, or injury of a key person	A lump sum to help find an able successor Compensation for losses your company may suffer during any re-adjustment period
Illness or injury that prevents you or your partner from working	A monthly benefit to replace lost earnings A monthly benefit to reimburse business costs

Business Safeguard Option

Where your insurance is being used for a buy/sell agreement, loan guarantor insurance or key person insurance, you can increase your cover to reflect an increase in your financial interest in the business, loan guarantee or the key person, without additional medical evidence. The maximum increase is \$10,000,000 for Life Cover and \$2,500,000 for TPD.

Disclaimer

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The product information contained in this brochure must be read in conjunction with the Product Disclosure Statement (PDS) and the Policy Document as terms, conditions and exclusions apply. Information about MLC Personal Protection Portfolio is contained in the current version of the PDS and applications for MLC Personal Protection Portfolio, which are subject to acceptance by MLC, must be made on the Application Form contained in the PDS. Persons should obtain a copy of this PDS and consider it before making any decision about whether to acquire or hold the product. A copy of the PDS is available upon request by phoning MLC on 132 652 or by visiting our website at mlc.com.au.

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