

Powered by
Navigator



Wrap up insurance into the platform and save

Information for advisers



Aviva makes a **revolutionary step** combining its retail insurance product, *Protectionfirst*, into its **award winning** portfolio administration service, Navigator.

Recognising that **insurance** is a **critical component** of a total financial plan, Aviva makes it easy for you to incorporate protection into an investment or superannuation strategy.

The insurance gap – there is an opportunity¹

- there are over 5,530,000 families in Australia who have dependent children
- 60% of families in Australia who have dependent children do not have enough life insurance to look after their dependents for more than one year if they were to die
- life insurance through super represents 20% of the cover needed

Using *Protectionfirst* – benefits for you

Save time	Apply online using n-link and <i>Riskfirst</i>
Easy access	View all your client details in the one place using n-link
Full remuneration	Receive full remuneration on the platform as well as full commission on the protection cover (upfront, stepped, hybrid or level)
Flexible remuneration	Split the initial and/or ongoing commission (ideal for advisers who are working together)
New opportunities	New business opportunity for you as most Australians are underinsured. This is an opportunity for you to re-visit your superannuation and investment clients

With Aviva your clients can:

- pay Aviva *Protectionfirst* premiums from their:
 - Navigator Personal Retirement Plan or Navigator Access Super account
 - Navigator Personal Investment Plan or Navigator Access Investment account
 - Navigator Personal Investment Plan – self managed super fund
 - a nominated bank account
 - a combination of any of the above
- move their insurance from super to a non-super environment when their circumstances change. We will cancel and re-issue the policy without any underwriting or any additional costs incurred
- enjoy future enhancements to our award winning *Protectionfirst* product (any future enhancements we make will automatically apply to existing *Protectionfirst* clients)
- access consolidated reporting – providing ease of reporting at tax time

¹ Source: IFSA, Corporate & Financial Services Regulation Review, January 2007



Did you know...

**You can apply online for *Protectionfirst* using n-link and *Riskfirst*?
Aviva's online software can save you time and money.**

Our range of insurance products are rated amongst the best in the industry. Your clients can feel confident that their families are protected from any unexpected setbacks and you can feel assured that you are recommending a top quality product – all within one platform.



The **Aviva Protectionfirst** product range includes:

- **life**
- **disability**
- **trauma**
- **income protection**

Pay all or part
of the insurance
premium from
your client's
super account

Pay all or part
of the insurance
premium from
your client's
investment
account

Benefits of paying premiums from a super account (Navigator Personal Retirement Plan or Navigator Access Super):

- **your clients pay less** tax on contributions and earnings because the fund can claim a tax deduction against assessable income for the cost of the premium relating to the death and TPD benefits
- abolition of RBLs now allows for **greater lump sum payments**
- **frees up** your client's every day **cash flow**
- risk of policy lapsing is **reduced**
- **no tax** on death benefits if paid to a dependant
- disability payments are **concessionally taxed**
- **ease of use** with one consolidated report
- link your client's investment account and they will **receive a discount** on our administration fee

Benefits of paying premiums from an investment account (Navigator Personal Investment Plan or Navigator Access Investment):

- income protection payments are **tax deductible**
- lump sum payments are **tax free**
- risk of policy lapsing is **reduced**
- **ease of use** – one consolidated report (including tax report)
- link with your client's super account and they will **receive a discount** on our administration fee



Did you know...

You can split the insurance premium across super and non-super?

With Aviva your client can pay their death and TPD component of their premium from their superannuation and their trauma from a non-superannuation or nominated bank account.

If your client has a superannuation and an investment account, they can link the accounts and receive further discounts.

The Aviva difference

Riskfirst

Aviva's online facility enables advisers to create and submit new insurance business directly, as well as gain access to existing client illustrations.

Our online application can be signature free.

Clients are underwritten online and policy schedules and other relevant documentation can be completed and emailed on the spot! This makes the cost of doing business much less.

Using Riskfirst you can:

- nominate where the insurance premiums are to be paid from (superannuation, investment or nominated bank account)
- split the remuneration (initial and ongoing). This is ideal for superannuation and investment advisers who are working with a risk specialist
- apply for up to \$1 million protection cover without a medical examination if your client is under age 50

With Aviva you can...

restructure the ownership of your clients' insurance as their circumstances change, without any costs or further underwriting (assuming no increase to their cover).

This is ideal for investors who want to pay their insurance from their superannuation while they have dependent children. And when they no longer have dependent children they may want to pay their insurance from their non-superannuation account.

We will cancel and re-issue your clients' insurance policy without any underwriting or any additional costs.

Aviva's claims history

- critical illness claims paid between 2002 and 2006 was over \$55 million
- disability claims between 2002 and 2006 was almost \$10 million
- income protection claims paid between 2002 and 2006 was over \$82 million

Strong history

Aviva's Protectionfirst is underwritten by NULAL, which is part of the Aviva plc group, one of the first insurance organisations in the world to protect personal wealth.

Aviva is the local face of the international Aviva plc, group, the world's fifth largest insurance group.

Aviva (previously known as Norwich Union) has operated in Australia for over 100 years.

Financial strength

By choosing Aviva Protectionfirst your clients benefit from the financial strength and experience of Aviva plc. Aviva plc group has over \$902 billion assets under management and 40 million customers worldwide².

Need more information?

Read our Techpoint articles

- Cutting the cost of insurance premiums August/September 2007
- Restructuring client's insurance ownership as circumstances change October/November 2007

For full details on our protection range please read the Protectionfirst Product Disclosure Statement issued 4 October 2007.

Contact your Business Development Manager or Adviser Services on 1800 442 942

² Figures correct as at 30 June 2007