


 Life Solutions | Wealth Solutions

Asteron Lifeguard™

Product Summary

Asteron discount features

Multi Life Discount

If more than one immediate family member or business partner in the same business applies at the same time, the following premium discounts will be given on all contracts:

- 2 - 4 lives = 5%
- 5 - 7 lives = 7.5%
- 8 or more = 10%

Multi Application Discount

- » Where the insured applies for either an Income Protection product or Business Expenses, and at the same time applies for a lump sum product, they are eligible for a 5% base premium discount on any lump sum product. Excludes Child Cover.
- » Where the insured applies for two lump sum products of a different type at the same time, they are eligible for a 5% base premium discount on both lump sum products. Excludes Child Cover.

Loyalty rewards

Product	Benefit Impacted	Value at commencement and for first 2 years	Value in 3rd and 4th years	Value from start of 5th year onwards
Life Cover TPD Stand Alone Recovery Package Recovery Stand Alone	Financial Planning Benefit	\$1,500	\$2,000	\$2,500
Life Cover Recovery Package	Funeral Advancement Benefit	\$10,000	\$12,500	\$20,000
TPD Stand Alone Recovery Stand Alone	Limited Death Benefit	\$10,000	\$12,500	\$20,000
Cancer Cover Option	Partial Cancer Cover Benefit	Pays greater of 15% and \$10,000	Pays greater of 17.5% and \$10,000	Pays greater of 20% and \$10,000
Recovery Package Recovery Stand Alone	Partial Recovery Benefit	Pays greater of 15% and \$10,000	Pays greater of 17.5% and \$10,000	Pays greater of 20% and \$10,000
Income Shield Income Protector Income Advantage Business Expenses	Death Benefit	3 times Total Monthly Benefit	4 times Total Monthly Benefit	6 times Total Monthly Benefit

Product	Life Cover	TPD Stand Alone	Recovery Package	Recovery Stand Alone
Product details	» Death and Terminal Illness available for super and non-super » TPD can be added as an option	» 4 Tier TPD definition » 'Own occupation' definition available to more than 60% of occupations covered by Asteron	» Death, Terminal Illness, Trauma and TPD » Inbuilt 'Own occupation' TPD definition to more than 60% of occupations covered by Asteron	» Trauma and TPD » Inbuilt 'Own occupation' TPD definition to more than 60% of occupations covered by Asteron
Features				
Up to \$2m Terminal Illness Benefit	✓ (Up to \$2m)	-	✓ (Sum Insured)	-
Up to \$20,000 Limited Death Benefit*	-	✓	-	✓
Medical Free Increases (GFI)	✓	✓	✓	✓
Nominated Beneficiaries	✓	✓	✓	✓
Up to \$20,000 Funeral Advancement Benefit* (non-super only)	✓	-	✓	-
Up to \$2,500 Financial Planning Benefit*	✓	✓	✓	✓
Independent Grief Support Service	✓	✓	✓	✓
Premium Freeze Option	✓	✓	✓	✓
Automatic Increase Benefit (at least 5%)	✓	✓	✓	✓
Guarantee of Upgrade	✓	✓	✓	✓
Guaranteed Renewal	✓	✓	✓	✓
Partial TPD payment (Single loss of Limb or Eye)	✓	✓	✓	✓
Homemaker TPD definition available	✓	✓	✓	✓
Future Cover Benefit policy converts to Life Cover with modified TPD at 65.	-	✓	-	✓
Lifestyle Conversion Benefit is available after marriage or birth of a child (before age 40)	-	✓	-	✓
Full payment - 39 trauma conditions and procedures	-	-	✓	✓
Partial payment - 9 trauma conditions and procedures	-	-	✓	✓
100% Buy Back offer for Death and Terminal Illness	✓	-	✓	-
Life Cover Conversion	-	-	✓	-
TPD definition ceases age 66NB	-	-	✓	✓
Optional Features				
TPD Option \$3m at time of application - Single TPD with Buy Back Option inbuilt - Double TPD - Permanent Disability Increase Benefit - Homemaker TPD definition available - 'Unable to Work' tier of TPD definition ceases age 66 NB - Partial TPD (Single loss of Limb or Eye)	✓	-	-	-
Business Security Option	✓	-	-	-
Waiver of Premium Option if unable to work in any occupation for 6 months	✓	✓	✓	✓
Cancer Cover Option*	✓	✓	✓ Yes if take additional Life Cover	-
Needlestick Option is available to selected health care professionals to cover serious blood borne diseases	✓	✓	✓ Yes if take additional Life Cover	-
Recovery Plus Option - 2 extra full payment events - 10 extra partial payment events* - 5 Booster events	-	-	✓	✓
Additional Life Cover and TPD Option	-	-	✓	-
Double Recovery Option to continue death cover after a full Recovery payment, with all premiums waived	-	-	✓	-
Recovery Reinstatement Option to repurchase 100% of the Recovery sum insured for unrelated trauma events 12 months after claim payment.	-	-	✓	✓
Child Cover Option * \$10,000 premium-free Child Cover	✓	✓	✓	✓

(*) Asteron Loyalty Benefits apply.

(**Bold**) New feature and first to market features.

Product	Income Advantage Designed for 'white collar' professionals (AA, A1, A2)	Income Protector Available to all occupations	Income Shield Available to all occupations	Business Expenses Available to all occupations except S class
Product details	<ul style="list-style-type: none"> » 10 Hours Plus disability definition » Severe and Partial Disability Benefit (Day 1) 	<ul style="list-style-type: none"> » 10 Hours disability definition » Severe and Partial Disability Benefit (Day 7) 	<ul style="list-style-type: none"> » 10 Hours disability definition » Severe and Partial Disability Benefit 	<ul style="list-style-type: none"> » 10 Hours Plus disability definition for AA, A1, A2 otherwise 10 Hours will apply » Severe and Partial Disability Benefit (Day 1 for AA, A1, A2 otherwise Day 7)
Features				
Choice of: - agreed value with inbuilt income update benefit or - indemnity with inbuilt income update benefit	✓	✓	✓	-
Death Benefit, whether on claim or not*	✓	✓	✓	✓
Elective Surgery Benefit	✓	✓	✓	✓
Recurring Disability Benefit	✓	✓	✓	✓
Automatic Increase Benefit (3%)	✓	✓	✓	✓
Premium Waiver Benefit	✓	✓	✓	✓
Guarantee of Upgrade	✓	✓	✓	✓
Guaranteed Renewal	✓	✓	✓	✓
Pregnancy Premium Waiver Benefit	✓	✓	✓	-
Endorsed Agreed Value	✓	✓	✓	-
AIDS Cover	✓	✓	✓	-
Specific Injury Benefit	✓	✓	-	✓
Retraining Benefit (up to 12 times monthly benefit)	✓	✓	-	-
Return to Work Benefit	✓	✓	-	-
Grief Support Service	✓	✓	✓	✓
Up to \$10,000 Overseas Assist Benefit	✓	✓	-	-
Up to 12 months Premium and Cover Suspension Benefit	✓	✓	-	✓
Continuation of cover beyond age 65	✓	-	-	-
Pays up to 100% of allowable business expenses incurred	-	-	-	✓
Locum Cover to insure the net cost of employing a locum	-	-	-	✓
No offsets at claim time regardless of any profit made by the business	-	-	-	✓
Crisis Benefit	✓ yes if take Extras Package	✓ yes if take Extras Package	-	✓
Optional Features				
Accidental Injury Option is available with 14 or 30-day waiting periods	✓	✓	✓	n/a
Accidental Injury Plus Option is available with 14 or 30-day waiting periods (not available to Class S)	✓	✓	✓	n/a
Booster Option additional 1/3 of the monthly benefit for the first 3 months	✓	✓	✓	n/a
Increasing Claim Option	✓	✓	✓	n/a
SuperSaver Option	✓	✓	✓	n/a
Recovery Booster Option boosts payment by 1/3 for up to 2 years if you suffer a serious medical condition	✓	✓	✓	n/a
Needlestick Option	✓	✓	-	n/a
Extended Waiver of Premium, premiums on in force Lifeguard policies are waived while on claim	✓	✓	-	n/a
Extras Package - Accommodation Benefit - Unemployment Benefit - Crisis Benefit - Family Assist Benefit - Transportation Benefit - Bed Confinement Benefit	✓	✓	-	n/a

Policy fee

Annually	\$71.38	Half-yearly	\$36.76
Quarterly	\$18.84	Monthly	\$6.28

Minimum premium

Frequency	All policies*	Child Cover Option [^]
Yearly	\$250	\$12
Half-yearly	\$125	\$6
Quarterly	\$65	\$3
Monthly	\$25	\$1

[^] Does not apply to the \$10,000 premium-free Child Cover

* includes policy fee but if this is waived, minimum premiums will still apply

Asteron commission structure

Option	Year 1 GST inclusive	Year 2 GST inclusive	Year 3 GST inclusive	Year 4 GST inclusive	Year 5 GST inclusive
Upfront	116%	11%	11%	11%	11%
Hybrid	72.5%	22%	22%	22%	22%
Stepped Hybrid	90%	14%	16%	18%	20%
Level	32%	32%	32%	32%	32%

Initial Commission is calculated on a pro-rata basis if the term to expiry is less than 10 years except for the Level Commission Option.

Asteron's FlexiRate options allow you to dial down the amount of commission payable so you can offer your client a discount on premiums for the life of their policy. FlexiRate can be selected on a case-by-case basis and applies to all commission options.

To find out more call the Asteron office in your state or territory, or visit us on the internet at www.asteron.com.au

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Asteron online - www.asteron.com.au

Asteron's online service provides you with support in the advice process.

1. AdviserConnect™

For AdviserConnect™ log in details, please contact 1800 151 488.

Features include:

Proposal Tracking

- » View and track the status of a proposal, now including increases and alterations
- » View any changes to your proposals
- » Proposals overview
- » Download proposal listing

Policy Information

- » Check policy details
- » View billing details
- » Check beneficiary details
- » View and download policy activity report
- » Download client listing

2. Advice Support Centre

Asteron's Advice Support Centre is located within AdviserConnect™, via the 'Tools' button on the left hand navigation bar.

The Advice Support Centre offers you support with the necessary, but time-consuming tasks in your business, such as lead generation and ongoing servicing of your clients. It provides you with the tools you need to both grow and retain your existing business.

Features include:

- » Seminar tool kits
- » Marketing campaigns
- » Client survey tool
- » Illness and injury illustrator
- » Life sum insured calculators
- » Print and radio advertising templates
- » Lead letters
- » Brochure library

Important note:

This information is for adviser use only and is not to be given to customers. Information provided is a brief overview only. You should refer to the current Asteron Lifeguard Product Disclosure Statement for full details of the policy features, benefits and conditions. Policies can only be effected after completion of a current application form.

This material has been prepared without taking into account a potential client's objectives, financial situation or needs. Before a potential client makes a decision in relation to the product, a potential client should consider the appropriateness of the advice having regard to their needs, objectives, financial situation and needs

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