



Asteron Lifeguard® May 2009 updates

Asteron’s latest product and underwriting updates keep insurance relevant and appealing to specific client segments in the current environment. Combined with our marketing material and the support of your Asteron Sales Manager, we will help you uncover and capitalise on the opportunities which continue to exist.

The updates come off the back of industry and adviser recognition for the Asteron Lifeguard® offer, which received a total of 5 awards at the recent Plan for Life/AFA awards. Most importantly, Asteron took home the big one – Plan for Life/AFA Life Company of the Year Platinum Award.

Being named Life Company of the Year by AFA means a lot to Asteron, because the AFA is your association and a portion of the awards is voted on by advisers.

And being named insurer with the most outstanding Product Features is something we are particularly proud of, because our products, along with updates such as those in this booklet are designed with you and your clients in mind.

Thank you to all advisers for helping Asteron achieve our goal of being your number 1 life insurer and stay tuned for further enhancements in the coming months.

Asteron is your Plan for Life/AFA Life Company of the Year.



Special offers

(New) Special offer for newly qualified professionals – solicitors and accountants (Income Advantage, Income Protector, Income Shield, Recovery Package and Recovery Stand Alone)

We have expanded the newly qualified offer to solicitors and accountants (Chartered Accountants and Certified Practising Accountants) who have either recently joined the profession straight from completing studies, or who have worked for up to 5 years in the profession.

Occupation	Maximum monthly benefit*	Maximum Recovery Package sum insured (includes Life Cover and TPD)+
Solicitors	\$5,000	\$500,000
Accountants	\$4,000	\$500,000

* Guaranteed maximum monthly benefit without the need to provide any financial evidence at time of application. Cover above these sums insured requires full financial underwriting.

+ Recovery Stand Alone cover can be taken with or without TPD.

Note: Mandatory financial evidence waived but the application is subject to underwriting and disclosures on personal statement.

(New) Needlestick cover for newly qualified doctors and dentists

(Income Advantage, Income Protector, Income Shield, Recovery Package and Recovery Stand Alone)

We have enhanced the newly qualified doctors and dentists offer to include up to \$500,000 Needlestick cover for occupationally acquired HIV/Hep B and C.

Occupation	Maximum monthly benefit*	Maximum Recovery Package sum insured (includes Life Cover and TPD)+	Needlestick cover
Doctors	\$6,250	\$500,000	Up to \$500,000
Dentists	\$6,250	\$500,000	Up to \$500,000

* Guaranteed maximum monthly benefit without the need to provide any financial evidence at time of application. Cover above these sums insured requires full financial underwriting.

+ Recovery Stand Alone cover can be taken with or without TPD.

Note: Mandatory financial evidence waived but the application is subject to underwriting and disclosures on personal statement.

(Improved) Special offer for farmers

(Income Protector and Income Shield)

To give your clients more cover, we have increased the monthly benefit to \$3,500 and extended the benefit period to age 65 for certain farming occupations.

Occupation class	Occupations	Maximum monthly benefit*	Benefit period
A2	Owner/manager – administration and sales only, predominantly office based	\$3,500	2, 5, 60 or 65 years
B	Owner/manager – >50% of time doing light manual duties eg supervision of manual workers and driving farm machinery and <10% of some incidental hazardous duties eg shearing and mustering	\$3,500	2, 5, 60 or 65 years
C	Owner/manager – >50%, manual duties eg fencing and machinery repairs and <10% of some hazardous duties eg shearing and mustering	\$3,500	2, 5, 60 or 65 years
S	Owner/manager – manual duties eg fencing and machinery repairs including some hazardous duties eg shearing and mustering	\$3,500	2 or 5 years

* Guaranteed maximum monthly benefit will apply to farm owners and farm managers who are the immediate family member of the owner. Cover for other employees who are not immediate family members will be assessed in the usual manner. Full underwriting is required if sums insured are above \$3,500. No need to provide income details for the last 2 financial years at time of application, however, a positive net asset position on the balance sheet is required for the last financial year. Applies to agreed value only. Minimum waiting period 30 days. Note: This offer is subject to underwriting and disclosures on personal statement.

Sales support

(New) Client support material for newly qualified professionals – solicitors, barristers and accountants

We have expanded our Asteron Professional Marketing Series (APMS) to include client support material for newly qualified solicitors, barristers and accountants.

A range of client newsletter articles, fliers, postcards, letters and editorials can be personalised with your own contact details and business logo sent to your clients under your own brand.

All material is available online through Asteron's Advice Support Centre accessed via Life AdviserConnect™.

Risk Assessment

(New) 20% discount for cancer exclusion (Recovery Package and Recovery Stand Alone)

To create value for clients, Asteron now offers a 20% base premium discount for clients where a full cancer exclusion has been applied at time of underwriting.

(New) 15% discount for mental illness exclusion (Income Advantage, Income Protector and Income Shield)

Asteron now also offers a 15% base premium discount for clients where a mental illness exclusion has been applied at time of underwriting.

(Improved) Part-time employment (Income Advantage, Income Protector, Income Shield and Total and Permanent Disablement)

To make it easier for your clients, we have reduced the number of hours per week for a client to be eligible for Income Protection and TPD Cover.

Clients in permanent part-time employment need to:

- » work minimum of 20 hours per week
- » have worked in permanent part-time employment for at least 12 months or a minimum of 2 years if self-employed
- » not work at home

If the client is still working part-time at time of claim, any earnings over 5 hours will be offset for severe disability.

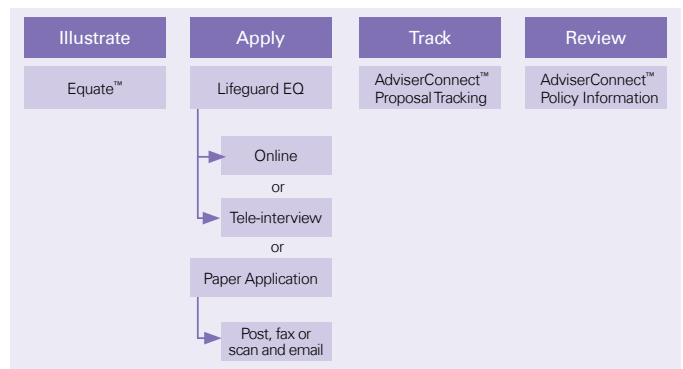
Business Support

(Highlight) Lifeguard EQ – our online application solution

To create efficiencies in your business, our online application solution, Lifeguard EQ offers you:

- » choice and flexibility
- » an underwriting decision as you apply
- » tele-interview service
- » personalised service with your local underwriter and sales team to help you with applications

Lifeguard EQ complements and completes our technology solution making it easier for you to write business with us.



And don't forget some of our existing product features. These features are designed to help you grow and retain your business by providing value to your clients.

Product feature	Product type	Description
Newly self-employed clients	Income Advantage Income Protector Income Shield	Immediate income protection cover for newly self employed who are starting up a business (purchased or existing) or franchise business and do not have any financial evidence at application time.
Recovery Booster Option	Income Advantage Income Protector Income Shield	Allows up to 100% (instead of 75%) of your client's income to be covered for the first two years, if the claim was a result of a defined Crisis Benefit.
Booster Option	Income Advantage Income Protector Income Shield	Allows clients to receive an additional 1/3 of their monthly benefit, while receiving a severe or partial disability benefit, for the first three months of their claim.
10 Hours Plus definition	Income Advantage	Combines the benefits of both the '1 Duty' and '10 Hours' disability definition, giving your clients more flexibility at claim time.
Recovery Plus Option	Recovery Package Recovery Stand Alone	Boosts the payment for certain conditions covered under the Recovery Benefit including Motor Neurone Disease, early stage melanoma and severe burns.
Multi-application discounts	Available with 2 or more different lump sum policies	5% discount (base premium) will apply when clients take out one or more lump sum policy with a different lump sum policy. For example Life Cover and Recovery Stand Alone.
	Available with a income protection policy and any lump sum policy	5% discount (base premium) will apply when clients take out any lump sum policy with either an Income Protection or Business Expenses policy. For example Income Protection and Recovery Stand Alone.
Multi-life discounts	All Asteron Lifeguard® policies	We will discount all policies if immediate family members or business partners (in the same business entity), apply for Asteron Lifeguard® at the same time: <ul style="list-style-type: none"> • 2-4 lives = 5% discount • 5-7 lives = 7.5% discount • 8 or more lives = 10%

Asteron Professional Marketing Series

The Asteron Professional Marketing Series (APMS) has a range of tailored client support tools for you to target:

- » Professionals (accountants, solicitors, barristers, dentists, optometrists, pharmacists and doctors)
- » Small Business
- » Females
- » Farmers

All material is available online through Asteron's Advice Support Centre.

To access the Advice Support Centre, simply log in to Life AdviserConnect™ via the Asteron public website with your user name and password. Then click on 'Advice Support Centre' button on the right hand navigation bar.

More information

For more information refer to the current Asteron Lifeguard® Product Disclosure Statement or speak with your Asteron Sales Manager.

Important note

This information contained in this publication is of a general nature only and is provided as a brief overview for adviser use only and has been prepared without taking into account any person's objectives, financial situation or needs. It must not be provided in whole or in part to your clients by any medium whether in hard copy or by electronic means. Before acting on this advice, all persons should consider the appropriateness of this advice having regard to their objectives, financial situation and needs. Persons should obtain, read and consider the Product Disclosure Statement for the products before making a decision whether to acquire the products. The products' Product Disclosure Statement is issued by Asteron Life Limited ABN 64 001 698 228 AFS Licence No. 237903 and is available at www.asteron.com.au

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