

Life Insurance  
TOWER Protection Policy

# BUSINESS EXPENSE PLAN

Product Summary

Issued 17 November 2008

## Business Expenses\*

Eligible business expenses are the fixed, ongoing costs associated with the daily operations of your business.

These include, but are not limited to:

- accounting fees
- advertising
- audit fees
- costs incurred in the employment of non-revenue generating employees
- electricity
- gas
- heating
- leasing costs
- mortgage interest payment
- professional dues
- rates (land and water)
- rent
- telephone
- or any other fixed expenses that are normal and customary in the conduct of the insured's business.

Non-eligible business expenses include, but are not limited to:

- equipment
- fittings
- fixtures
- implements
- loan principal
- merchandise
- personal remuneration
- products or wares
- salaries of revenue-generating employees (except the employment of a replacement for the insured)
- stock
- or any other items of capital nature.

**Business Expense Insurance offers a valuable solution by covering you for expenses your business can't cover if you are unable to work as a result of injury or illness and a net loss is incurred by the business.**

## Benefits

**Total Disability**—TOWER will pay a total disability benefit to Occupation categories AAA, AA+ and AA when either partially or totally disabled for the waiting period, and totally disabled at the conclusion of the waiting period.

TOWER will pay a total disability benefit to Occupation categories A and BBB when totally disabled for 14 consecutive days, partially or totally disabled for the balance of the waiting period, and totally disabled at the conclusion of the waiting period.

**Partial Disability**—TOWER will pay a partial disability benefit to Occupation categories AAA, AA+ and AA when either partially or totally disabled for the waiting period, and partially disabled at the conclusion of the waiting period.

TOWER will pay a partial disability benefit to Occupation categories A and BBB when totally disabled for 14 consecutive days, partially or totally disabled for the balance of the waiting period, and partially disabled at the conclusion of the waiting period.

**Payment Extension**—If 12 times the monthly benefit amount has not been received at the end of the one year benefit payment period, and the insured remains disabled, TOWER will further extend the payment period until the earliest of the insured being no longer disabled, expiration of 12 months, the plan finishing or 12 times the benefit amount being paid.

**Lease Extension**—If at the end of the one year benefit payment period, the insured remains disabled, and lease costs continue, TOWER will allow up to 25% of the benefit amount to be paid for an additional 18 months in respect of the insured's share of monthly ongoing costs.

**Loss of Profits**—If a business suffers a loss in profits following two months total disablement and subsequent return to work of the insured, in respect of loss in profits solely because of the insured being totally disabled, TOWER will reimburse up to 75% of the insured's monthly average profit, for up to 12 months.

**Elective Surgery**—The insured will be considered totally disabled due to sickness, should disability result from transplant or elective surgery, except where surgery has occurred within six months of commencement, reinstatement or an increase in benefit.

**Upgrade Guarantee**—TOWER will include in the insured's policy, any future upgrade made to the TOWER Business Expense Plan, where no increase in premium has occurred. Policy conditions apply and payment for improved conditions may be restricted where existing medical symptoms exist.

**Renewability Guarantee**—Cover will continue regardless of changes in health, occupation or pastimes of the insured, while the policy remains in force.

**Inflation Protection**—Each year the benefit amount will be increased by the greater of the CPI or 3%.

**Recurrent Disability**—If disability recurs from the same, or a related cause, within 12 months of the insured returning to work, no waiting period will apply.

**Waiver of Premium**—Premium payments will be waived by TOWER during periods of total or partial disability until the end of the benefit period.

**World-Wide Cover**—Cover is provided world-wide, 24 hours a day, in line with policy terms and conditions.

\* The business must experience a net loss before a Benefit can be paid under this plan. That is, a Benefit will only be payable if the life insured is unable to work due to sickness or injury and as a result, a net loss is incurred.

# AT A GLANCE

<b>Available As</b>	Stand Alone Business Expense Attached to Income Protection and Income Protection Plus	
<b>Minimum Entry Age</b>	Age 19 Next Birthday	
<b>Maximum Entry Age</b>	Age 60 Next Birthday Stepped Premium Age 55 Next Birthday Level Premium	
<b>Minimum Benefit</b>	\$2,000 per month \$1,250 per month if purchased with Income Protection of \$1,250 or greater	
<b>Maximum Benefit</b>	100% of eligible business expenses	
<b>Minimum Premium</b>	\$220 p.a. new policies \$110 p.a. increases	
<b>Premium Type</b>	Stepped or Level	
<b>Premium Discounts</b>	<b>Sum Insured</b>	<b>Discount</b>
	Up to \$3,999	Nil
	\$4,000 to \$9,999	7.5%
	\$10,000 to \$30,000	12.5%
	Over \$30,000	Individual consideration to a maximum of 25%
<b>Premium Payments</b>	Monthly: Credit Card, Direct Debit Quarterly: BPAY, Cheque, Credit Card, Direct Debit Half-yearly: BPAY, Cheque, Credit Card, Direct Debit Yearly: BPAY, Cheque, Credit Card, Direct Debit	
<b>Policy Fee</b>	\$55.00 p.a.	
<b>Benefit Period</b>	1 Year	
<b>Waiting Period</b>	2/4 Weeks	
<b>Indexation Expiry</b>	Statement Date prior to age 65 Next Birthday	
<b>Occupation Class Eligibility</b>	AAA, AA+, AA, A, BBB (not available to BB & B)	



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