

TOWER'S DISABILITY DEFINITION

Here's how it works

Isobel is an orthodontist. Whilst visiting a friend she slipped down the stairs and injured her back and stopped working. While she can still perform all her important and income producing duties, her ability to perform operations has reduced from five to one operation per day.

The assessment

She has an 80% plus drop in her ability to conduct surgery. As she is not working and is currently following the advice of a medical practitioner, she qualifies for a total disability benefit.

The result

Isobel suffered no restriction in the ability to perform any one of her important or income producing duties. However she suffered a reduction in her ability to work the number of hours she was able to work by more than 80%. TOWER therefore views Isobel as eligible for the total disability benefit.

Alternatively, Isobel would be entitled to total disability benefit as having lost 80% reduction in her ability to earn income.

For more information

If you would like more information, contact your financial adviser. If you do not have a financial adviser please call TOWER on 1800 226 364 or visit us at www.toweraustralia.com.au



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Life Insurance

INCOME PROTECTION FOR HEALTH CARE PROFESSIONALS

Protection Profile



INCOME PROTECTION FOR HEALTH CARE PROFESSIONALS

The TOWER Income Protection Plan has been designed with your occupation in mind. We've developed this guide to demonstrate how the TOWER Income Protection Plan treats health care professionals who occupationally or medically contract blood borne diseases such as HIV, Hepatitis B or Hepatitis C.

The TOWER Income Protection Plan is designed to pay up to 75% of replacement income if you are unable to work as a result of injury or illness. And for health care professionals, we take the nature of your duties into account when determining your ability, or inability to perform a job.

We appreciate that as a health care professional, if you were to contract HIV, Hepatitis B or Hepatitis C, your income earning ability might be severely impacted.

Because of the nature of your work, contracting a blood borne disease such as AIDS, Hepatitis B or Hepatitis C may require a change to your job, or may require that you cease working altogether. Either of these situations is likely to impact your income earning ability significantly.

TOWER's position on contagious blood borne diseases and health care professionals is derived from the work of the National Health and Medical Research Council – a government body that conducts health and medical research and training, and monitors ethical issues relating to health in Australia.

The National Health and Medical Research Council recommends that health care professionals, including medical practitioners, dentists and nurses who are infected with a contagious blood borne disease should not be performing exposure prone procedures. These procedures include contact by the skin with sharp surgical instruments, needles, or splinters of bone or teeth in poorly visualised or confined body sites.

Therefore, if exposure prone procedures are an important income producing duty of yours, and you acquire HIV, Hepatitis B or Hepatitis C, TOWER would deem you unable to perform a duty, or duties of your usual occupation. This would be subject to the satisfaction of all other applicable policy terms and conditions, a disability benefit would be payable under the TOWER Income Protection Plan*.

* Available through the TOWER Protection Policy Product Disclosure Statement issued 17 November 2008.

CASE STUDY

Robert is a surgeon. He owns a TOWER Income Protection Plan. Robert contracts the blood borne disease Hepatitis C.

Under the recommendations of the National Health and Medical Research Council, Robert would be no longer able to perform exposure prone procedures. This would include surgery which is his key income producing duty. As a result, Robert's income would be reduced significantly. TOWER would therefore deem Robert eligible for total disability payments.

If Robert were to continue to work in an alternative capacity which did not involve exposure prone procedures but resulted in a lesser income, he would be eligible for a partial disability payment in line with the terms and conditions of the TOWER Income Protection Plan.



INCOME PROTECTION FOR HEALTH CARE PROFESSIONALS

Our disability definition is another reason to choose the TOWER Income Protection Plan.

The Australian income protection market commonly uses three distinct disability definition methodologies to assess degrees of disability. These are:

- income based – where you suffer a loss of income as a result of injury or illness
- hours based – where your working hours reduce as a result of injury or illness
- duties based – where you are unable to perform important duties of your occupation as a result of injury or illness.

Each definition has been tested over time and each has shown distinct advantages in its application to certain situations. Nor would any one definition be capable of providing for all claim circumstances.

Income protection should not be a gamble. And the nature of illness or injury will always have a profound impact on which definition provides the fairest outcome. For this reason, TOWER offers you the power of choice at claim time. We let you decide which definition is most applicable to your situation. We see this as a fair and responsible way of putting you in control.