

Disability Income Accident Only Insurance



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Income protection insurance which covers clients in case of an accident.

Have your clients ever been declined income protection insurance due to a pre-existing medical condition?

With AIA Australia's Disability Income Accident Only benefit there may now be an opportunity for them to obtain cover which is guaranteed renewable.

How does the benefit work?

The AIA Australia Disability Income Accident Only benefit is a component of the AIA Australia Priority Protection product range, designed to provide a monthly income in the event of disablement resulting from an accidental injury. The benefit may also provide a monthly income even if your client is only partially disabled. For those clients in white-collar occupations claiming for partial disablement, they are not required to be totally disabled for any amount of time during the selected waiting period.

This benefit opens the door to people who, in the past, have been excluded from income protection cover due to their medical history.

Some examples of pre-existing conditions where cover may now be available are:

- Diabetes (well controlled)
- Cancer
- Depression
- BMI (up to 45)
- Epilepsy (well controlled)
- Hepatitis B and C
- Heart related conditions

What are the main features?

- Pays the cost of a rehabilitation program designed to help clients return to work.
- If your client returns to work and then unfortunately experiences a recurrent disablement within 12 months, AIA Australia will waive the waiting period and immediately pay the disablement benefit until the end of the benefit period remaining.
- Worldwide protection.
- Death cover (all causes).
- Complimentary Interim Accidental Death and Accidental Disability Income Cover.
- Flexibility to add optional benefits at an additional cost; Day 1 Accident and Claim Escalation.
- Available for most occupations through to age 65.

Other benefits

AIA Australia's definition of Pre-disablement Income (Agreed Value) is one of the most liberal in the market. The definition means that the benefit amount will be based on your clients' highest average monthly income for any financial year starting two years before the policy commenced up until the date of the client's disablement.

Why Choose AIA Australia's Disability Income Accident Only benefit?

The difference and real advantage of choosing AIA Australia's Disability Income Accident Only benefit over the other 'Accident Only' offerings in the market is that it does not exclude most claims that arise due to injury caused either directly, or indirectly, by a pre-existing medical condition. Any pre-existing medical condition must be disclosed at the time of application and all other terms and conditions must be met.

In addition, AIA Australia's Disability Income Accident Only benefit solely offers accident cover which in turn leads to more affordable premiums. The benefit also enables you to tailor your clients' insurance cover to their specific and unique needs.

Case study

Mary is a 47 year old office worker who doesn't drink alcohol or smoke. Mary is overweight and has a BMI of 40 with hypertension and high cholesterol.

Recent blood tests and a check up show the cholesterol and hypertension are well controlled.

In the past Mary would have been declined Disability Income cover, but today she is eligible for Disability Income Accident Only cover.

* This case study is provided to illustrate the potential benefit of taking out Disability Income Accident Only insurance and should not be relied upon as indicative of guaranteed cover or benefits payable under any Disability Income benefit.

This document has been designed to assist you in explaining AIA Australia's product to your clients. We encourage you to include this document in your Statement of Advice where applicable.

To find out more about AIA Australia's Disability Income Accident Only benefit, speak with your local Sales Manager or our Adviser Services team on Freecall 1800 033 490 (option 4).

To find out more about AIA Australia visit AIA.COM.AU

CUSTOMER FREECALL: 1800 333 613

ADVISER FREECALL: 1800 033 490