

# ACCELERATED PROTECTION NOW EVEN BETTER, AT NO EXTRA COST

Accelerated Protection has been designed to bring you the best and most comprehensive product available in the Australian market place today, supported by a service model to exceed your expectations.

We have already picked up the Cannex 5 star rating and received the AFA/Plan for Life Best Product and Premium Rates award and have now made Accelerated Protection even better by listening to you.

We see this product upgrade as an exciting step in our continuous improvement of Accelerated Protection – TOWER’s next generation life insurance platform. We have made each enhancement as a direct result of your feedback.

When you recommend Accelerated Protection, you can be even more confident that your clients have found the best combination of product features and price in the market.

We summarise the enhancements below which will apply from 28th April 2010.

## Product enhancements

Cover	Enhancement
Life, Critical Illness and TPD	<ul style="list-style-type: none"> <li>• <b>Premium Freeze Benefit more flexible</b> – We have reduced the minimum age that our Premium Freeze Benefit can be activated from age 45 to age 30.</li> <li>• <b>No Accident Only restriction under our Business Insurance Option</b> – Our forward underwriting option no longer has an accident only restriction that applies. When an increase is exercised, we cover the full sum insured for sickness and injury.</li> </ul>
Life	<ul style="list-style-type: none"> <li>• <b>Higher amount payable under our Advanced Payment Benefit</b> – With rising funeral costs we have increased the automatic amount payable under our Advanced Payment Benefit from \$10,000 to 10% of the sum insured to \$25,000.</li> </ul>
Critical Illness	<ul style="list-style-type: none"> <li>• <b>Improved Blindness definition</b> – Our previous Loss of Sight definition only provided one criteria for meeting the definition. We have now added an additional way to meet the definition.</li> <li>• <b>Loss of one single limb now provides a full benefit</b> – This was only a partial payment under Premier, this is now a full payment under both our Standard and Premier Critical Illness cover.</li> <li>• <b>Additional coverage under Carcinoma in Situ</b> – Carcinoma in Situ of the Testicle included to list of sites covered.</li> <li>• <b>Improved Cancer definition</b> – We now allow full payment for Carcinoma In Situ of the testicle where it results in the removal of the testicle.</li> </ul>

## Product enhancements continued

Cover	Enhancement
<b>Income Protection Standard</b>	<ul style="list-style-type: none"> <li>• <b>Total Disability definition now one income producing duty</b> – We've improved our three tier total disability definition to align it closer to our Premier definition by moving the duties tier to be 'one important income producing duty' rather than an 80% reduction in income producing duties. The number of duties in your clients role no longer needs to be a consideration in deciding between our Standard and Premier contracts.</li> <li>• <b>Scheduled Injury Benefit now included</b> – Our Scheduled Injury Benefit, which pays in advance for listed injuries with no waiting period, is now a built-in benefit in both our Standard and Premier contracts (previously only Premier).</li> <li>• <b>Additional fractures covered under our Scheduled Injury Benefit</b> – Not only has this been added to Standard but we have increased the coverage. We now include fractures of the wrist, vertebrae and skull in our Scheduled Injury Benefit.</li> <li>• <b>Greater clarity regarding our Capability Clause</b> – We have amended the clause to make it clear it is not used to reduce the partial disability benefit paid.</li> </ul>
<b>Income Protection Premier</b>	<ul style="list-style-type: none"> <li>• <b>New Child's Critical Illness Benefit under Premier</b> – All clients with our Premier contract will receive this benefit, where if they have a child that suffers a critical illness event listed, an additional lump sum will be paid.</li> <li>• <b>Additional fractures covered under our Scheduled Injury Benefit</b> – We now include fractures of the wrist, vertebrae and skull in our Scheduled Injury Benefit.</li> </ul>
<b>Business Expense</b>	<ul style="list-style-type: none"> <li>• <b>Improved Business Expense definition</b> – We have added non-revenue generating immediate family members to the list of eligible business expenses.</li> <li>• <b>Total Disability definition now one income producing duty</b> – We've improved our three tier total disability definition by changing the duties tier to be 'one important income producing duty'.</li> </ul>

### Existing customers

Accelerated Protection's guarantee of upgrade feature means all of these enhancements are automatically passed on to existing Accelerated Protection policy holders effective 28 April 2010.

All enhancements are applied at no extra cost. Clients are able to claim under their original policy wording if they believe it is more favourable.

### New product collateral

A new Policy Document and PDS are effective from 28 April 2010. You can download or order copies through the TOWER Adviser Centre.

### More information

To obtain more information on Accelerated Protection and how it can help you do business better and more of it, please contact your local TOWER Sales Manager on 1300 286 937.



**TOWER Australia Limited**

**Adviser Service Centre**

PO Box 142

MILSONS POINT NSW 1565

**Phone**

1300 286 937

Monday to Friday 8:00am – 7:00pm (AEST/AEDT)

**Fax** 1300 351 133

**Email** [accelerateservice@toweraustralia.com.au](mailto:accelerateservice@toweraustralia.com.au)

**[www.toweradviser.com.au](http://www.toweradviser.com.au)**

#### Important Information

Benefits are payable subject to meeting the terms and conditions set out in the Policy Document, including any relevant exclusions and adjustments. If there is any inconsistency between this document and the Product Disclosure Statement and Policy Document, the terms of the Policy Document will prevail to the extent of the inconsistency.

This document is issued by TOWER Australia Limited ABN 070 050 109 450 AFSL 237648 (TOWER) for the use by financial advisers and is not intended to be issued to customers. TOWER does not accept any responsibility for any loss caused or arising from the use of this material. Before making any decision about this product, advisers and their clients should consider the Product Disclosure Statement and Policy Document.

© TOWER Australia Limited