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# 10 reasons why OneCare TPD Cover leads the market

## Innovative, flexible and customer-focused insurance

### 1) Choice of up to four definitions

To give your clients greater flexibility, OnePath Life Limited (OnePath Life) offers four definitions of total and permanent disablement; Own Occupation, Any Occupation, Home-maker and Non-working.

**Own Occupation.** OnePath Life will pay your client if they suffer an illness or injury that leaves them unable to work again in their current occupation. Your client can apply for up to \$5 million under this definition.

**Any Occupation.** OnePath Life will pay your client if they suffer an illness or injury that leaves them unable to work again in any occupation. Your client can apply for up to \$5 million under this definition.

**Home-maker.** OnePath Life will pay your client if they suffer an illness or injury that leaves them unable to perform normal domestic duties. Your client can apply for up to \$2 million under this definition.

All three definitions will also pay your client a benefit if they:

- have been unable to work for three months or have suffered at least 25% permanent whole person impairment, and continue to be disabled at the end of the three months to an extent they are unlikely to ever work again (as per their chosen TPD definition)
- suffer the loss of two limbs, lose the sight in both eyes, suffer the loss of one limb and the sight in one eye
- they are unable to perform two of the activities of daily living
- suffer total and permanent disablement of intellectual capacity requiring care and supervision.

**Non-working.** OnePath Life will pay your client if they qualify under points 2, 3 and 4 above. The non-working definition provides basic TPD protection at an affordable price.

### 2) Partial TPD benefits

Recognising the impact a single loss of limb or eye can have on your client's lifestyle, OnePath Life will pay a partial payment of **25% of the sum insured (up to \$500,000)**.

### 3) Auto Conversion

Rather than let your client's TPD cover lapse at its expiry, OnePath Life will **automatically convert their TPD definition to a non-working definition** – giving you the opportunity to discuss protection strategies for pre-retirees and retirees.

### 4) Choice of lump sum or instalments

**OnePath Life is the only insurer** that gives your client the flexibility to receive a portion of their benefit as a lump sum (to cover debt and immediate expenses), and a portion as regular monthly instalments (to provide an ongoing income stream for dependants).

Instalments are especially beneficial for those providing for dependants, older clients, and those who require an income for a defined period. Your client's premium will be reduced if they select instalment benefits.

### 5) Future Insurability

To help your advice keep up with your client's changing circumstances, OnePath Life will allow your client to **increase their level of cover by up to \$200,000 per event (or up to \$1 million in total)** – without having to supply medical evidence. The comprehensive range of personal events includes:

- marriage
- the birth or adoption of a child
- new mortgage or increases to a mortgage
- salary increases of 15% or more
- a dependent child starting secondary school
- completing an undergraduate university degree
- becoming a carer
- divorce
- death of a spouse
- third policy anniversary.

Business events include:

- value of a key person increases
- value of a business increases.

### 6) Life Cover Buy Back (TPD Cover taken with Life Cover)

This in-built feature allows your client to **boost their protection after a TPD claim** – giving them the option to purchase the same level of Life Cover as the amount of the TPD benefit paid after 12 months. OnePath Life will write to your client with this offer, which can be taken out without any additional medical evidence.

### 7) Life Cover Purchase Option (Stand alone TPD Cover)

This extra cost option works the same way as the Life Cover Buy Back feature (see above), but is specifically designed for Stand Alone TPD policies where no linked Life Cover benefit exists.

### 8) Double TPD Option (TPD Cover taken with Life Cover)

This extra cost option also works in a similar way to the Life Cover Buy Back feature (see above), but the added bonus is that your client does not have to wait 12 months to exercise the option. Furthermore, they will never have to pay premiums on the restored Life Cover.

### 9) Extra Care Cover

Available on any OneCare product, Extra Care allows you to top-up your client's cover with up to three additional benefits; Accidental Death, Terminal Illness and Extended Needle Stick.

The maximum sum insured per benefit is \$1 million, and the Extra Care sum insured can exceed the sum insured of the cover it is attached to – giving your client even greater flexibility.

### 10) A range of other benefits, features and options

OnePath Life is one of only a few insurers that reward your clients with premium discounts when they package all of their insurances. There are three key discounts; size, multi-cover and multi-group discounts.

OneCare TPD Cover also offers a number of built-in benefits, features and options, as shown in the table below.

OneCare TPD Cover		
Built-in benefits	Built-in features	Options available at extra cost
<ul style="list-style-type: none"><li>• TPD Benefit</li><li>• Limited Death Benefit</li><li>• Accommodation Benefit</li><li>• Financial Advice Benefit</li></ul>	<ul style="list-style-type: none"><li>• Indexation</li><li>• Future Insurability</li><li>• Business Debt Protector</li><li>• Life Cover Buy Back</li><li>• Premium Freeze</li><li>• Auto Conversion</li></ul>	<ul style="list-style-type: none"><li>• Premium Waiver Disability Option</li><li>• Business Guarantee Option</li><li>• Double TPD Option</li><li>• Life Cover Purchase Option</li></ul>

For more information about OneCare,  
speak to your Business Development  
Manager or call 1800 222 066.

This information is current at November 2010 but is subject to change. Updated information will be available free of charge from [onepath.com.au](http://onepath.com.au). OneCare is issued by OnePath Life Limited (OnePath Life) ABN 33 009 657 176, AFSL 238341. Australia and New Zealand Banking Group Limited (ANZ) ABN 11 005 357 522 is an authorised deposit taking institution (Bank) under the Banking Act 1959 (Cth). OnePath Life is owned by ANZ – it is the issuer of the product but it is not a Bank. Except as set out in the issuer's contract terms (including the PDS), this product is not a deposit or other liability of ANZ or its related group companies. None of them stands behind or guarantees the issuer.

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