

## Why ClearView LifeSolutions for Income Protection

ClearView LifeSolutions Income Protection isn't always the cheapest, but here are some reasons why it may still be right for your clients.

### Best value standard product

ClearView LifeSolutions offers excellent value for those seeking a high quality Income Protection (IP) product without the extra cost options.

The standard product packs a punch with a product score of 98/100<sup>1</sup> – the most fully featured standard IP product on the market.

### An extra year of benefits on claim

Unlike comparable products, the benefits continue until the policy anniversary *after* age 65 rather than the policy anniversary prior.

#### Example:

A client on a long-term disability claim at age 50 with a monthly benefit of \$10,000.

By choosing ClearView LifeSolutions Income Protection, and assuming a 3% claims increase benefit, this client would receive an extra \$186,956 on claim for the additional year in which they turn age 65.

Is this year of claim important to your client?

### Cover that can continue to age 70

Those still working after age 65 in a white collar occupation will be able to continue their Income Protection Cover with a one-year benefit period through to age 70 – as a built-in product feature.

As retirement age moves towards age 70, and Australians are finding they need to work longer, the flexibility of an income protection product that continues to provide cover after age 65 is a valuable product feature.

Common health problems that can develop after age 65 include arthritis, prostate cancer, heart disease, respiratory diseases, diabetes, influenza and pneumonia. And accidents can happen at any age.

If your client is looking for this same feature from another insurer, they may need to choose the Premium/Plus option which typically costs an extra 15-20%.

### Ability to go on and off claim

ClearView has recognised the recurring nature of many disabilities, where a claimant may make a successful return to work for several years at a time, only to suffer a relapse of their condition.

If this happens, other insurers will require the claimant to sit out the waiting period again before they can access further benefits, which could be anywhere from 30 days to two years with no source of income. Essentially they are penalised for working when they are able.

With ClearView LifeSolutions, the monthly benefit could recommence immediately when off work again for the same condition.

### Indemnity definition

An indemnity benefit type is more affordable than an agreed value benefit type because the benefit amount at

claim cannot exceed the life insured's income in the period immediately prior to claim.

ClearView LifeSolutions' Indemnity benefit type uses the market leading definition which references the life insured's highest 12-month income in the previous three years prior to claim. This is to ensure it caters for a range of circumstances such as parental leave, performance bonuses, market conditions, and self-employed income cycles.

### Financial support from day 1

Most policies will only pay rehabilitation benefits after a claimant is receiving disability benefits, but so much of the financial strain is in the waiting period.

With ClearView LifeSolutions Income Protection, your clients can access financial support to help with their recovery from the day they are first unable to work due to a sickness or injury. This can be for expenses that help them stay connected with work and in a better position to return to work after recovery. It doesn't include medical expenses.

### Generous retraining benefit

ClearView LifeSolutions is unique in including a Retraining Expenses Benefit<sup>2</sup> to allow claimants to retrain to another occupation if their sickness or injury prevents them working in their previous occupation. This training may help claimants keep their minds active in a pursuit they are interested in, while they open up new opportunities for themselves professionally and socially.

The maximum payment is six times the monthly benefit, and is available in addition to any benefits paid under the rehabilitation benefit.

#### Example:

For a client who has a monthly benefit of \$10,000, this benefit would extend up to \$60,000 which is sufficient to cover the cost of a university degree.

Is this worth including in your advice?

### A true age 70 benefit period

When your client asks for cover to age 70, that's what they get with ClearView. The Income Protection benefit amount to age 70 continues with indexation applying each year, no reduction in cover after age 65, and no reversion to indemnity after age 65.

Then on claim, the benefit can continue until the anniversary after age 70, rather than the anniversary prior.

This option usually costs more with ClearView LifeSolutions, but it is the only product available that offers a fully-fledged age 70 benefit and cover expiry.

### Taking a break from cover

Most other life insurance policies allow clients to take a break from their cover under prescribed circumstances such as severe financial hardship, and then recommence cover with a period of time where they are only covered due to accidents.

ClearView LifeSolutions provides more flexibility than any other equivalent product by allowing up to 12 months break – no matter what the reason. Cover recommences at the end of the period.

### Adaptable to your strategy

With so many potential combinations, ClearView LifeSolutions Income Protection not only caters for the initial advice but provides the policyholder with options to reduce or vary their cover as their needs change over time.

For example, your clients can add on the Plus option without the Extras Package for the cover to be fully tax deductible. Or they can add the Extras Package but save money by not using the Plus option.

If they want to choose the comprehensive cover they need, while funding the majority of the cover from a superannuation account – this is also possible with IP Super Solutions.

One part of the cover might be on a level premium and intended to be kept long-term, while another part is on a stepped premium and intended to be reduced or removed after the kids have grown up.

For full information on the ClearView LifeSolutions product, please refer to the Product Disclosure Statement at [clearview.com.au](http://clearview.com.au). This information is of a general nature only and does not take into account any individual's personal needs or circumstances. It is not intended to be used as advice.

1. IRESS August 2019.
2. Not available for cover wholly held in superannuation.

To find out more about ClearView LifeSolutions call 132 979

#### Important information

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