

PROTECTION

PERSONAL



REAL Loss of Earnings Premier



WE'RE FOR LIFE

What is it?

REAL Loss of Earnings Premier provides you with a monthly benefit if you are unable to work due to disability or sickness. The benefit is based on an amount agreed at the time of your application or 75% of your actual loss of income at time of claim, whichever is better for you.

Why do I need it?

Life is unpredictable. Being unable to work because of an accident or illness during your working life is a real possibility. REAL Loss of Earnings Premier provides you with a monthly benefit allowing you to focus on your recovery without the added stress of financial worries.

Main benefits

Monthly Benefit

Payable in advance.

Increasing Income Benefit

Increase your cover (by up to 10%) when your income increases with no medical underwriting.

Death Benefit

You automatically qualify for a benefit equal to 3x your monthly benefit (maximum of \$30,000).

Severe Disability Benefit

Receive an additional 1/3 of your benefit if you have been unable to work for six consecutive months (Activities of Daily Living apply).

Involuntary Redundancy Benefit (Optional)

In the event of a redundancy, you receive a monthly benefit up to \$2,500 (if selected).

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Ideal for people who are:

- Self-employed.
- Small business owners.
- Commission-based earners.
- High income earners.
- Fluctuating income earners.

Key features



Disability Definition – you're covered by our broadest disability criteria if any one of the following occurs:

- your pre-disability income has reduced by 20%; or
- you are unable to perform at least one of your main income producing duties from your usual occupation; or
- you are unable to work for more than 10 hours per week.



Disability Benefit – during your wait period, your eligibility is not affected by the number of days you are partially disabled.



Maximised Claim Benefit – flexibility to choose the most favourable benefit calculation (indemnity or agreed value) at time of claim.



Built-in Benefits

Disability Definition

You're covered by our broadest disability criteria if any one of the following occurs: your pre-disability income has reduced by 20%, or you are unable to perform at least one of your main income producing duties from your usual occupation, or you are unable to work for more than 10 hours per week.

Disability Benefit

During your wait period, your eligibility is not affected by the number of days you are partially disabled.

Severe Disability Benefit

Receive an additional 1/3 of your benefit if you have been unable to work for six consecutive months (Activities of Daily Living apply).

Maximised Claim Benefit

Flexibility to choose the most favourable benefit calculation (indemnity or agreed value) at time of claim.

Increasing Income Benefit

Increase your cover (by up to 10%), when your income increases with no medical underwriting.

Sick Leave does not affect your benefit

Your monthly benefit won't be affected by any sick leave payments, but will offset any other benefits received for the same disability.

Death Benefit

Automatically qualify for a benefit equal to 3 times your monthly benefit (maximum of \$30,000). **No claim benefit bonus qualifier.**

Guarantee of Renewability

Up to age 65 or 70 years provided your premiums are paid.

Waiver of Premium Benefit

You will not be required to pay any premiums while your monthly benefit is being paid.

Optional Benefits

Inflation Adjusted

Your cover level will be adjusted annually to reflect the inflation rate at the time, based on the Consumer Price Index (CPI).

Booster Benefit

Increase your benefit amount by 1/3 of the monthly amount for the first three months of claim.

Involuntary Redundancy Benefit

In the event of redundancy, you will receive a monthly benefit of up to \$2,500. There is a six month stand-down period before a claim can be made.

In 2013, **24% of New Zealanders were disabled.** Of this, **21%** were aged between **15 to 64.**

Source: Statistics New Zealand; The New Zealand Disability Survey 2013

After just **4 weeks of a loss in income,** **55%** of New Zealand households will be unable to cover their expenses.

Source: Financial Services Council 2013

No claim benefit bonus

If you haven't made a claim after three years, your death benefit, occupational retraining benefit and rehabilitation benefit amounts will be doubled.

14 day cooling off period

If the cover is not what you expected or you change your mind, you can cancel your policy and we will refund any premiums paid.

Worldwide Cover

We've got you covered 24/7.

Pregnancy Premium Waiver

Waive your premiums for up to six months in the event of pregnancy. See policy wordings for full details.

Recurrent Disability Benefit

Wait period waived if the same disability returns within 12 months.

Bed Confinement Benefit

After three days of continuous bed confinement, you will receive a daily payment equivalent to 1/30th of your monthly benefit.

Occupational Retraining Benefit

Be reimbursed for up to 12 times your monthly benefit for an AIA-approved retraining course. **No claim benefit bonus qualifier.**

Rehabilitation Benefit

Receive up to six times your monthly benefit to cover approved specialist equipment or home alterations. **No claim benefit bonus qualifier.**

Home Care Benefit

If you require full time care, we will pay an additional amount of up to \$2,500, or the cost of the care - whichever is the lesser.

Return to Home Benefit

If the Life Assured suffers a disability while working outside of New Zealand, and we accept your claim, we will pay 3 times the sum assured or the cost of an economy airfare to New Zealand.

Leave Without Pay Benefit

You can choose to suspend your premiums and cover for up to 12 months; after which full reinstatement and no extra waiting period will apply.

Case study

58-year-old Jeff was rushed to hospital with severe chest pain. He had angioplasty (surgery that restores normal blood flow through a clogged artery), but continued to have ongoing pain despite his treatment. Normally, Jeff could have expected to be back at work within weeks following his surgery, but his recovery was not as quick as he'd hoped. Ten months following his first hospitalisation, he was still unwell and unlikely to be able to return to his previous job in the near future.

While all this was going on, Jeff's REAL Loss of Earnings Premier cover helped with mortgage payments and living expenses for his family, which allowed Jeff to focus on his recovery.

The average full-time employed New Zealander earns **\$1,174.64 a week.**

Source: Statistics New Zealand; Labour Market Statistics September 2017

In the event you are unable to work as you have been **disabled for 6+ months**, the maximum disablement allowance you can receive from the government is **\$61.69 a week.** In the event you are unable to work due to a sickness, the government Jobseeker Support allowance is limited up to **\$175.10 a week.**

Source: Work and Income New Zealand as at 1st April 2015



**WE'RE
FOR LIFE**

Life

Disability

Health

Trauma

Income Protection

Mortgage, Income and Rent

At a glance

Qualifying Age*

16 - 59 years (occupation class 1 & 2)
16 - 54 years (occupation class 3 & 4)

Expiry Age

Renewable to age 65 or 70 years

Benefit Type

Loss of Earnings

Benefit Period

2 years, 5 years, to age 65 or 70 years

Cover Amounts

Max - \$25,000 per month

Premium Options

Yearly Renewable Term or Level (not guaranteed)

Wait Period

4, 8, 13, 26, 52 or 104 weeks

Inflation Adjusted (CPI)

Optional

Offsets

Yes

Worldwide Cover

Yes

Contact us



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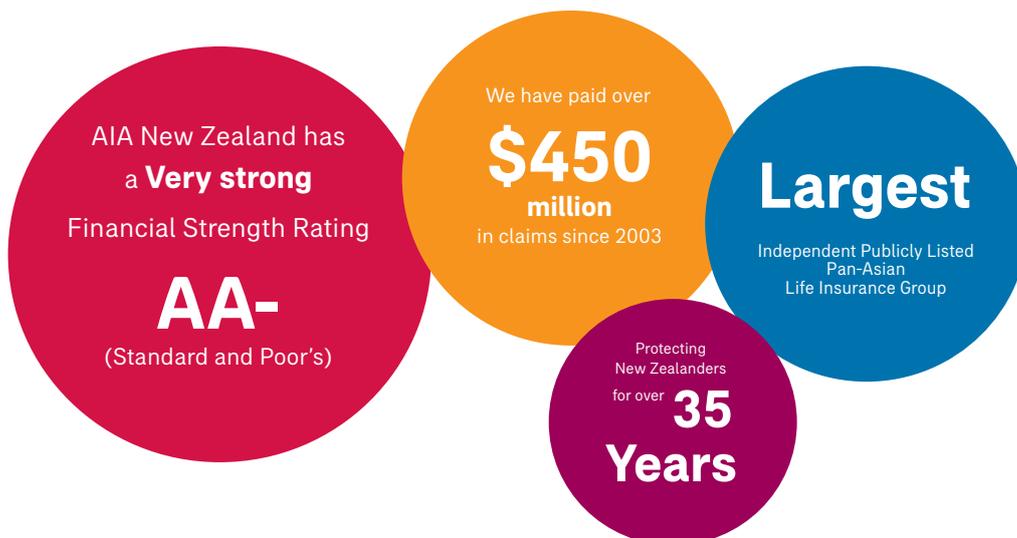
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Why AIA New Zealand?



AIA New Zealand Financial Strength Rating

AIA International Limited, trading as AIA New Zealand, has a current insurer financial strength rating of **AA- (Very Strong)** from Standard and Poor's. A summary of the Standard and Poor's rating scale is:

AAA : Extremely Strong AA : Very Strong A : Strong BBB : Good BB : Marginal B : Weak
CCC : Very Weak CC : Extremely Weak R : Regulatory Action D : Default NR : Not Rated

Plus (+) or Minus (-): The rating from 'AA' to 'CCC' may be modified by the addition of a plus or minus sign to show relative standings within the major rating categories.

*Individual consideration will be given to ages outside this range

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