

PROTECTION

BUSINESS



REAL Business Life Cover



THE REAL LIFE
COMPANY

What is it?

REAL Business Life Cover provides your business with a one-off payment in the event of death. If you are diagnosed with a terminal illness, you may choose to have the insurance paid out early.

Why do I need it?

An untimely death can have a devastating impact not only on those left behind, but on the business continuing normally. REAL Business Life Cover supports the key people involved in your absence ensuring business continuity.

REAL Business Life Cover can provide for financial needs such as:

- Debt payments
- Major business interruption
- Succession planning
- Ownership buy-out agreements

Main benefits

Choose from two types of cover:

- **REAL Business Life Cover Yearly Renewable Term (YRT)**
Gives the flexibility to pay for the cover that your business needs as it grows. Premiums are based on your current age, with increases each year until cover ceases at age 100.
- **REAL Business Life Cover Level**
Gives you certainty and long-term affordability with a structure that provides level premiums for the term selected.

Terminal Illness Benefit

If you are diagnosed with a terminal illness and death is likely within 12 months, you can have up to 100% of the REAL Business Life Cover sum assured paid in advance.

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Ideal for people who are:

Wanting to ensure business continuity in the event of an untimely death or terminal illness.

Key features



Indexation Adjusted Option (Level Premium only)

Your cover will increase each year based on the indexation percentage selected, your premiums will remain the same. Indexation options: 0%, 1%, 2%, 3%, 4% or 5%. Option expires at age 70.



Business Increase Option – When your business grows because of a change in business valuation or an increase in the business debt, by selecting Business Increase Option, you can increase your cover without any additional medical underwriting.



Interim Accidental Death Benefit – up to \$500,000 of free cover in case of accidental death while your REAL Business Life Cover application is being processed.

Built-in Benefits

Terminal Illness Benefit

If you are diagnosed with a terminal illness and death is likely within 12 months, you can have up to 100% of the REAL Business Life Cover sum assured paid in advance.

Business Increase Option

When your business grows because of a change in business valuation or an increase in the business debt, by selecting Business Increase Option, you can increase your cover without any additional medical underwriting.

Interim Accidental Death Benefit

Up to \$500,000 of free cover in case of accidental death while your REAL Business Life Cover application is being processed.

Guarantee of Renewability

Up to age 100 years provided your premiums are paid.

Future Enhancements

If we make improvements in the future and there are no increases in your premiums, these improvements apply to your current policy.

Funeral Benefit

We will pay an advance payment of \$15,000 to help with any funeral expenses.

Financial Planning and Legal Benefit

We will pay an additional \$750 in the event of a full Life or Terminal Illness Benefit payment to the Policy Owner, so you can seek financial planning and/or legal advice.

Worldwide Cover

We've got you covered 24/7.

Optional features

Waiver of Premiums

You will not be required to pay any premiums while your monthly benefit is being paid in the event of a disability. If the same disability returns within six months, you can bypass your waiting period (conditions apply).

Conversion Option

Convert all or part of your REAL Business Life Cover benefit to a REAL Business Level premium structure (prior to reaching age 65 years), without further medical underwriting.

Inflation Adjusted Benefit (YRT only)

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

Indexation Adjusted Benefit (Level Premium only)

Your cover will increase each year based on the indexation percentage selected, your premiums will remain the same. Indexation options: 0%, 1%, 2%, 3%, 4% or 5%. Option expires at age 70.

Cancer accounts for almost **one third** of deaths in **New Zealand**.

Source: NZ Ministry of Health New Zealand Cancer Plan 2015 - 2018

The average **price of a full funeral** in New Zealand costs **\$10,991.40** (GST inclusive).

Source: Dignity Funeral Services 2017



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.

Choose from two types of cover:

REAL Business Life Cover Yearly Renewable Term (YRT)

Gives the flexibility to pay for the cover that your business needs as it grows.

Premiums are based on your current age, with increases each year until cover ceases at age 100.

REAL Business Life Cover Level

Gives you certainty and long-term affordability with a structure that provides level premiums for the term selected.

Case study

After years of saving up for their lifelong dream, Mark and Lauren decided to take the plunge and open up their own bistro.

With 15 years of hospitality experience between them, they were confident their bistro would be a success. The initial set up cost for the business meant they were left with minimal savings and at risk in the event of a business failure.

Launch day came and went and the bistro was a success. Six months later, tragedy struck and Mark was involved in a car accident passing away two days later. Fortunately Mark and Lauren had taken out REAL Business Life Cover for their bistro prior to the accident, allowing Lauren to pay off outstanding debts and hire a temporary manager to ensure the business continued running while she took the time to grieve.

Over **193,000 new claims** were made to **ACC** for a **workplace injury**.

Source: ACC 2014/2015 Annual Report

Every week an **estimated 15 people** die from **work-related diseases**.

Source: Worksafe New Zealand 2017



THE REAL LIFE
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Life

Disability

Health

Trauma

Income

Mortgage, Income and Rent

At a glance

Qualifying Age

16 - 69 years*

Expiry Age

Renewable to age 100 years

Benefit Type

Lump sum payment

Cover Amounts

Min - \$50,000

Max - \$16,000,000

Worldwide Cover

Yes

Premium Options

Yearly Renewable Term

Level - Minimum Term 10 years

Inflation Adjusted Benefit (YRT only)

Optional

Indexation Adjusted Benefit (Level only)

Optional

Contact us



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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 & Poor's. A summary of Standard & 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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