

PROTECTION

BUSINESS

REAL Business Trauma Cover



THE REAL LIFE
COMPANY

What is it?

REAL Business Trauma Cover pays your business a lump sum of up to \$2 million if you suffer any of the critical illnesses specified in our policy, such as cancer, heart attack, stroke or major burns.

Why do I need it?

When your health has been seriously affected by a critical illness, REAL Business Trauma Cover provides a lump sum payment that allows you to focus on your recovery. The funds can be used for payments such as reducing debt, business expenses, succession planning and funding ownership buy out agreements.

Main benefits

Interim Accidental Cover

While your application is being processed, you are automatically covered for the amount you applied for or up to \$200,000, whichever is lesser.

Six conditions are covered for trauma under Interim Accidental Cover:

- Paralysis (quadriplegia, paraplegia, diplegia, hemiplegia).
- Blindness.
- Major burns.
- Loss of use of limbs and sight of one eye.
- Major head trauma.
- Loss of independence.

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.

REAL Business Trauma Cover Yearly Renewable Term (YRT)

Gives you the flexibility to pay for cover you need now. Premiums are based on your current age, with increases each year.



Ideal for people who are:

- Concerned about minimising interruptions to their business in the event of a critical illness.
- Business owners e.g. sole traders and partnerships.

REAL Business Trauma Cover Level

Gives you certainty and long-term affordability with a structure that provides level premiums for the term selected. Premiums are guaranteed not to change in the first 3 years.

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.



Full payment for 43 critical illness - we will pay you or your business 100% of the cover amount if you are affected by any of the 43 critical illnesses specified.



Optional Total and Permanent Disability Benefit - if you are unlikely to ever work in your own or any occupation due to disablement.



Built-in Benefits

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.

Guaranteed Pass Back of Enhancements

If we make improvements in the future that do not impact your premiums, these improvements will apply to your policy from the date of the change.

Financial Planning and Legal Benefit

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

Interim Accidental Cover

While your application is being processed you are automatically covered for the amount you applied for or up to \$200,000, whichever is lesser.

Six conditions are covered for trauma under Interim Accidental Cover:

- Paralysis (quadriplegia, paraplegia, diplegia, hemiplegia).
- Blindness.
- Major burns.
- Loss of use of limbs and sight of one eye.
- Major head trauma.
- Loss of independence.

Optional features

Woman's Additional Cancer Option

For cancer of the cervix, vagina, vulva, fallopian tubes and ductal carcinoma-in-situ of the breast, you will be covered for up to 25% of your cover amount or \$75,000, whichever is the lesser.

Waiver of Premium

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.

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).

Reinstatement Option

You can reinstate 100% of your claim amount within 60 days of the first anniversary of the claim payment providing further evidence of health. The reinstated cover is for a non-related critical illness.

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.

Buyback Life Cover

If your REAL Trauma Cover is accelerated and the Life Cover sum has been reduced due to a claim, you can buy back the full Life Cover amount after 12 months, or for some certain conditions 6 months after your claim has been paid.

Optional Total and Permanent Disability Benefit

If you are unlikely to ever work in your own or any occupation due to disablement.

One third of deaths annually are caused by **cardiovascular disease**. It is a leading cause of death in **New Zealand** and includes **heart, stroke** and **blood vessel disease**.

Source: Ministry of Health (2015) Mortality and Demographic data 2013 (provisional). Wellington: Ministry of Health

Stroke is the **third largest killer** in New Zealand (about **2500 people** every year). Around **10 percent** of stroke deaths occur in people **under 65**.

Source: Stroke Foundation NZ 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.

Conditions covered

Full payment for 43 critical illness

We will pay you 100% of your cover amount if you are affected by one of the 43 critical illness listed below. Conditions apply.

Critical cancer*	Chronic liver failure	Loss of limbs or loss of one limb and sight in one eye	Permanent loss of hearing
Heart attack*	Chronic lung disease	Major burns	Permanent loss of speech
Out of hospital Cardiac Arrest	Cognitive impairment	Major head trauma	Pneumonectomy
Stroke*	Coma	Major organ transplant	Pulmonary arterial hypertension (Primary)
Coronary artery bypass surgery*	Creutzfeldt-Jakob Disease	Meningitis / Meningococcal disease	Severe inflammatory bowel disease
Accidentally acquired HIV*	Dementia	Motor neuron disease	Surgery to aorta*
Alzheimer's disease	Encephalitis	Multiple sclerosis	Systemic lupus erythematosus
Aplastic anaemia	Heart valve surgery*	Muscular dystrophy	Systemic sclerosis
Benign brain tumour	Intensive care treatment	Paralysis	Terminal illness (Stand Alone Trauma policies only)
Blindness	Kidney failure	Parkinson's disease	Triple vessel angioplasty*
Cardiomyopathy	Loss of independence	Peripheral neuropathy	

Partial payment for 8 critical illness

To contribute towards the costs of your treatment or procedure, we will advance you a payment equivalent to 25% of your cover amount or \$75,000, whichever is the lesser.

Adult insulin dependent diabetes*	Heart valve replacement*	Malignant melanoma*	Percutaneous repair of the abdominal aorta*
Angioplasty*	Loss of one limb	Male prostate cancer*	Rheumatoid arthritis

Advanced payment for 9 critical illness

On diagnosis one of the following critical illnesses, we will advance you a lump sum equivalent to 25% of your cover amount or \$75,000, whichever is the lesser.

Alzheimer's disease	Chronic liver disease	Permanent loss of hearing	
Blindness	Dementia	Multiple sclerosis	
Cardiomyopathy	Parkinson's disease	Muscular dystrophy	

* Conditions covered 90 days after the policy commencement date.

Approximately **100 people** are diagnosed with a **spinal cord injury** in New Zealand each year.

Source: New Zealand Spinal Cord Impairment Action Plan 2014-2019. Wellington: ACC and the Ministry of Health 2014.

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

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



Every day up to seven women will be diagnosed with breast cancer in New Zealand. The risk of breast cancer increases with age, but does affect some women in their twenties and thirties. Around 5% of all cases will affect women under the age of 40.

Source: Breast Cancer Aotearoa Coalition 2017.



Case study

After a doctor's examination, 31-year-old Marie was told she had haemorrhoids. She was referred to a specialist who performed an exam. More tests confirmed that Marie had bowel cancer.

After major surgery, Marie had several follow-up procedures over a period of 12 months. Her REAL Business Trauma Cover paid a lump sum that enabled her to reduce her liabilities and pay for alternative therapy that aided in her recovery.



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Life

Disability

Health

Trauma

Income Protection

Mortgage, Income and Rent

At a glance

Qualifying Age

16 - 64 years*

Expiry Age

Renewable to age 75 years

Premium Option

Yearly Renewable Term

Level (Premiums are guaranteed not to change in the first 3 years.) Minimum Term 10 years.

Cover Amounts

Maximum of \$2,000,000

Inflation Adjusted Benefit (YRT only)

Optional

Indexation Adjusted Benefit (Level only)

Optional

Worldwide Cover

Yes

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

Disclaimer

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