

PROTECTION

PERSONAL



# REAL Vital Income Protection



THE REAL LIFE  
COMPANY

## What is it?

REAL Vital Income Protection provides you with a monthly benefit if you suffer from one of 29 specified critical illnesses and are unable to work in your job due to disability from sickness or an injury.

## 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 Vital Income Protection allows you to focus on your recovery without the added stress of financial worries.

## Main benefits

### Cover for when you really need it

We will pay you a monthly benefit based on 75% of your pre-disability income, if you suffer from one of the 29 specified critical illnesses.

### Waiver of Premium Benefit

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

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## Ideal for people who are:

Unable to qualify for full income protection due to their occupation or health status.

## Key features



**Partial Disability Benefit** – You will receive a partial benefit if you are totally disabled for 14 days or more and return to work in a reduced capacity. Your benefit will be based on the reduction in work hours and paid in arrears.



**Total and Permanent Disability Benefit** – receive up to an additional 1/3 of your benefit if you have been unable to work for six consecutive months (Activities of Daily Living apply). The life assured must be totally disabled for the entire wait period.

## Built-in Benefits

### Partial Disability Benefit

You will receive a partial benefit if you are totally disabled for 14 days or more and return to work in a reduced capacity. Your benefit will be based on the reduction in work hours and paid in arrears.

### Total and Permanent Disability Benefit

Receive up to an additional 1/3 of your benefit if you have been unable to work for six consecutive months (Activities of Daily Living apply). The life assured must be totally disabled for the entire wait period.

### Waiver of Premium Benefit

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

### Recurrent Disability Benefit

Bypass your waiting period 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.

### Rehabilitation Benefit

Receive up to six times your monthly benefit to cover approved specialist equipment or home alterations.

### 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.

### Unemployment

If you are unemployed and suffer a disability after 12 months, the benefit will be limited to \$1,500 per month or the sum assured, whichever is the lesser.

### Guarantee of Renewability

Up to age 65 years provided your premiums are paid.

## Optional features

**Inflation Adjusted** – your cover level will be adjusted annually to reflect the inflation rate at the time, based on the Consumer Price Index (CPI).

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.





## 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.

## Cover for when you really need it:

We will pay you a monthly benefit, if you suffer from one of the 29 specified critical illnesses below:

- **Critical cancer\***
- **Heart attack\***
- **Stroke\***
- Accidentally acquired HIV\*
- Alzheimer's disease
- Aplastic anaemia
- Benign brain tumour
- Blindness
- Chronic liver failure
- Chronic lung disease
- Cognitive impairment
- Coma
- Coronary artery bypass surgery\*
- Dementia
- Heart valve surgery\*
- Kidney failure
- Loss of independence
- Loss of use of limbs and sight of one eye
- Major burns
- Major head trauma
- Major organ transplant
- Multiple sclerosis
- Muscular dystrophy
- Paralysis (quadriplegia, paraplegia, diplegia, hemiplegia)
- Parkinson's disease
- Permanent loss of hearing
- Permanent loss of speech
- Pulmonary arterial hypertension (primary)
- Surgery to aorta\*

\* conditions covered 90 days after the policy commencement date.

## Case study

48-year-old Dave was rushed to hospital with severe chest pain. He had heart valve surgery but continued to have ongoing pain despite his treatment. Normally, Dave 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 construction job in the near future.

While all this was going on, Dave's REAL Vital Income Protection helped with mortgage payments and living expenses for his family, which allowed Dave to focus on his recovery.

The average  
New Zealander earns  
**\$1,085.48**  
**a week.**

Source: Statistics New Zealand;  
Labour Market Statistics March  
2015 Quarter.

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.



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Life

Disability

Health

Trauma

Income Protection

Mortgage , Income and Rent

## At a glance

### Qualifying Age

20 - 55 years\*

### Expiry Age

Renewable to age 65

### Benefit Type

Monthly in arrears

### Benefit Period

2 years, 5 years, to age 65

### Cover Amounts

Max - \$25,000 per month

### Premium Options

Yearly Renewable Term

### 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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8.30am - 5.00pm



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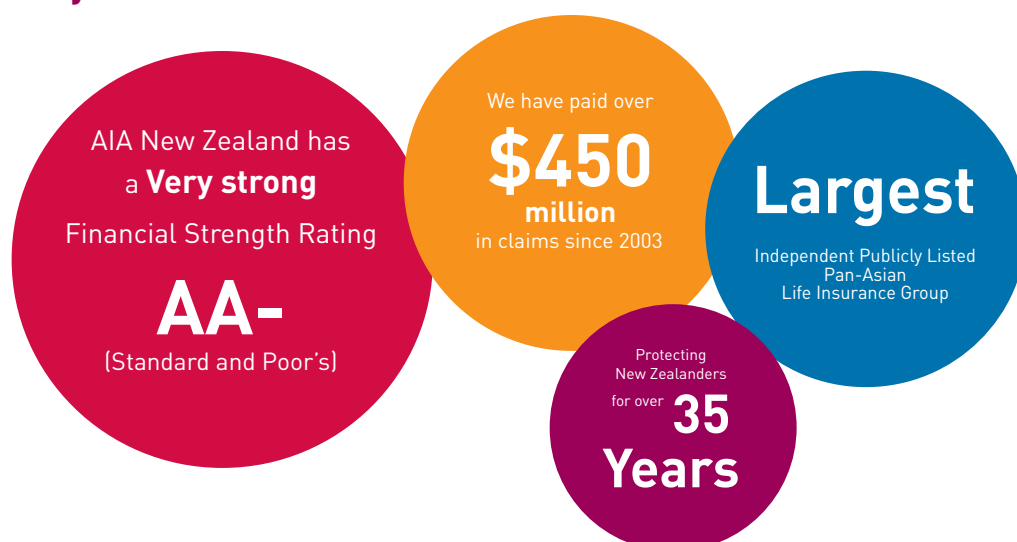
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## Why AIA New Zealand?



### 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 & 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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