

# ABSA Insurance & Financial Adviser Income Protection Scheme

## Why Choose the ABSA Insurance & Financial Adviser Income Protection Scheme

Since 2001, FMI has been taking care of the income protection needs of the ABSA group of intermediaries. The ABSA group scheme has been designed for the professional ABSA Financial Adviser who takes their disability needs seriously and realises the severe ramifications a disability could have on their practice and livelihood.

At FMI we are passionate about supporting businesses and their people. Since 1995, FMI has been taking care of small business owners and these years of experience have allowed us to earn the position as the leaders in income protection. Our experience in this niche market has enabled us to provide you, an ABSA financial adviser, with an innovative and well priced income protection solution but more importantly allowed us to build a reputation for paying claims. In fact, in 2009 FMI paid 98.7% of all ABSA claims lodged. We at FMI recognise that this is one of the most important tests of any insurer and we are proud of a claiming philosophy that provides certainty to you and your practice.

## Range of benefits

### 1. Accidental Core (Compulsory) – The accidental core range of benefits offered consists of the following:

- Accidental Death: Should you die as a result of an accident, FMI will pay out a fixed lump sum of R30 000 to your nominated beneficiary.
- Permanent Total Disablement: FMI will pay out R50 000, should you be totally and permanently disabled from an accident. Payment is linked to the severity of the disability.
- Mobility: This benefit covers you for a fixed R15 000 against the costs associated with a permanent disability due to an accident such as the necessary amendments needed to be made to your property and vehicles.
- Trauma: Should you suffer from post traumatic stress following a violent criminal experience, FMI will pay R10 000 towards your treatment costs thereof. This benefit can be claimed on more than once, however each requires a separate incident to claim.

- Dread Disease for Children: Should one of your children be diagnosed with a dread disease after commencement of cover, FMI will pay you a lump sum of R20 000 to cover the costs thereof. This benefit can be claimed on twice, each for a separate diagnosis and does not have to be for separate children.

### 2. Temporary Income Protection (Compulsory) – The Temporary Income Protection (TIP) suite of benefits has been designed to cover you in the shorter term and comprises of the following:

- Temporary Income Protection: TIP covers you against a loss of income when unable to work in your own occupation for a period of up to 24 months, due to an accident or illness. Cover is set at a maximum of R120 000 per month for all Financial Advisers. A 7 day waiting period for an accident and 14 days for illness, payable retrospective to day 1 applies. This benefit is tax deductible and no medical underwriting is required at application stage.
- Spouse Benefit: This additional benefit covers you for up to R15 000 per month should your spouse become disabled due to an accident or illness. This benefit will pay out for a maximum of 2 months and a waiting period of 30 days payable retrospective to day 1 applies. Only one claim is permitted under this benefit and excludes disabilities in existence at the time of qualifying as a spouse or date of joining the scheme.
- Special Benefits: Pregnancy and Childbirth – If female, FMI will pay you a one month benefit after you have given birth to a child, subject to the date of conception being after the date of joining the scheme or the date of commencement of this benefit.

Dread Disease – If you qualify for a TIP claim as a result of a dread disease, FMI will pay you an additional 20% of the cover amount for the lesser of the length of the TIP claim or 6 months.

Dread Diseases covered include: Heart attack, Coronary Artery surgery, Aortic Artery surgery, Heart Valve surgery, Stroke, Multiple Sclerosis, Parkinson's disease, Alzheimer's, Cancer, Renal failure, Major organ transplant, Paraplegia, Blindness, Deafness, Severe burns.



- **Special Limited Benefits: Psychological Disorders** – FMI will pay you for a psychological claim should you be unable to work for at least 90 days, with a 90 day waiting period, non retrospective to day one.

**Minor Infections** – For claims from influenza, bronchitis, sinusitis, tuberculosis, pneumonia or laryngitis, FMI will only pay if you adhere to medical treatment protocol and are either undergoing diagnostic testing, referred to a specialist or hospitalised.

**Cosmetic and elective surgeries** – If as a result of a medical condition or accident that your doctor recommends cosmetic or reconstructive surgery, FMI will pay you the benefit. Purely cosmetic treatments, breast reductions or reconstructions are not covered unless cancer related.

- **Driver's Extension Benefit** – FMI will pay you R250 per day, should you be unable to drive but are still able to continue with your own occupation.

**3. Business Overhead Protection (Optional)** – Should you be unable to work due to an accident or illness, this benefit provides cover to a specific list of charged office expenses up to a maximum of R20 000 per month. A waiting period of 7 days for illness and 14 days for an accident applies, payable retrospective to day 1, with a benefit term of 24 months and is underwriting free.

Office expenses include: rent or mortgage of business premises only; property rates and taxes; electricity, water, telephone; equipment and vehicle leasing costs; insurance premiums; legal, accounting fees and auditing fees; remuneration of non-income producing staff; business cleaning and laundry; other maintenance costs that are directly related to the business and deemed; necessary expenses in running the business; advertising; postage; bank charges; subscriptions to professional associations.

## Product age eligibility

Minimum entry age of 18.  
Maximum entry age of 61 age next birthday.  
Termination age of 63.

## Who do the benefits pay to?

Both the Temporary Income Protection and Business Overhead Protection benefits are paid to ABSA to ensure their expenses are deducted off prior to passing the remainder onto you.

The Accidental Death benefit is paid to your nominated beneficiary/ies.

All other benefits are paid directly to yourself.

## When can you increase cover?

As a group administered policy, all benefits may only be increased or amended on annual review, which occurs yearly in March.

## Continuation option

Should you, an ABSA Financial Adviser, who was a member on this scheme for at least 12 months decide to leave the scheme, you will be able to exercise this continuation option to stay covered under FMI's Business Person Elect, without a break in cover. This option will be subject to you keeping a similar occupation and matching the benefits across to FMI's Business Person Elect product. Any increase in cover will be subject to underwriting.

## Reasons to choose FMI

- 1. Aggregation** – FMI does not aggregate at claims stage on our TIP benefit. When in claim, FMI will not reduce your benefit amount should you receive any other income from another source during this time.
- 2. Claiming and underwriting philosophy** – Our simplified claiming process ensures that the hassle of claiming is not on your shoulders during this unpleasant time. Plus no proof of earnings is required from you at claims stage.
- 3. Unrivalled Experience** – Since 1995, FMI have chosen to specialise in providing income protection benefit to small business owners. We are the only insurer in the industry with this valuable experience which translates into current market leading products.

\*Please always refer to the product policy wording for a full description of policy terms and conditions.