

Please note that the factsheet *A better fit – improved insurance in Personal Super* explains changes and improvements made in July 2007.

Subsequent changes and improvements include:

- Eligible members can now apply to transfer insurance cover they have in other super funds into the Aon Master Trust, with no health evidence required. This includes cover for death, total and permanent disablement and income protection. For eligibility and other conditions, see the [Individual insurance transfer questionnaire](#).
- 5% more cover from 1 July 2008 – the Aon Master Trust's minimum level of default cover will increase from \$200,000 to \$210,000 to age 42 reducing to nil at age 65. See the May 2008 issue of [Directions](#).
- The definition of total disability has been revised to extend 'own occupation' to long-term income protection cover. This revision takes effect from 1 July 2008 and will ensure that the same criteria apply through all benefit periods.
- Agreed value income protection policies will be available in Personal Super from 1 July 2008 (subject to conditions). A 20% premium loading will apply. For self-employed people and others who have variable earnings, an agreed value income protection offers certainty around future claims. With income levels agreed at the application stage, the policy holder knows that the agreed monthly benefit will be paid if they cannot work in the future, regardless of their income level at the time of claim.

Note also that from 1 July 2008, members will have the option to make binding death benefit nominations. See the May 2008 issue of [Directions](#).

May 2008

A better fit – improved insurance in Personal Super

A number of improvements and changes are being made to insurance cover for members of Aon Master Trust Personal Super – delivering valuable, easy-to-access insurance cover at competitive rates.

This factsheet applies to Personal Super members covered by the standard AIG policy.

Key points

- **\$200,000 minimum default cover for eligible members* for death only**
 - one-off cover for existing members as at 30 June 2007
 - members can opt out of the minimum cover at any time.
- **Discounted premiums.**
- **New option to apply for TPD cover that is higher than death cover.**
- **All part-timers have access to TPD cover (in addition to existing death cover) regardless of hours worked.**
- **Improved terms for income protection cover**
 - new option to take out long-term cover
 - discounted premiums for short-term (two-year) cover
 - new option to take out income protection cover without death cover.

These improvements and changes result from a recent insurance review where the trustee focused on:

- insurance benefits, rates and policies compared with the market and industry standards
- members' needs in light of the high level of underinsurance in the community
- new legislative requirements and changes in tax laws.

* Minimum cover reduces from \$200,000 at age 42 to nil at age 65. Eligible members exclude members with account balances under \$5,000, TPD claimants, members who have had cover reduced or declined by the insurer or 'lost' members, and may exclude members whose adviser has negotiated other insurance arrangements.

The improvements include discounted premiums and death-only insurance cover of at least \$200,000 for all eligible Personal Super members* as at 30 June 2007. This allows members to automatically have a minimum, but reasonable, level of cover at value-for-money rates, and is a big improvement for members with very little or no cover at all.

These, and other improvements, will be introduced from 1 July 2007.

This factsheet provides more detail about these and other insurance improvements and changes.

Death and total and permanent disablement (TPD) cover

Minimum death-only cover

Existing eligible Personal Super members as at 30 June 2007 will have a \$200,000 minimum level of death-only cover*. This minimum cover is age-based (it reduces from age 42) and discounted premium rates will apply.

Members who currently have less than the minimum cover will have top-up cover applied to bring them up to the minimum, and no health evidence is required for this additional cover.

* Minimum cover reduces from \$200,000 at age 42 to nil at age 65. Eligible members exclude members with account balances under \$5,000, TPD claimants, members who have had cover reduced or declined by the insurer or 'lost' members, and may exclude members whose adviser has negotiated other insurance arrangements.

Member's choice

Existing members as at 30 June 2007 will have a one-month period in which they can choose to opt out of all or part of the minimum cover. We will be writing to all existing, eligible members in July to explain the minimum cover and to give them the opportunity to opt out. Choices will be back-dated to 1 July 2007.

Ongoing, members can choose to reduce their level of cover at any time.

Please note that if a member opts out of minimum cover or reduces their level of cover, and applies for increased cover later on, the insurer will require evidence of good health to assess the application.

Discounted premiums

The trustee has negotiated discounted premium rates for insurance cover from 1 July 2007. For death and TPD cover, the discount ranges from a minimum of 10% on current rates, to over 40% depending on the member's age and occupation. The actual premium cost for every \$1,000 of cover will be lower, compared with existing rates, for every member. A member's total premium will depend on the level of cover they have.

TPD cover higher than death cover

From 1 July 2007, members can apply to have cover for TPD that is higher than their death cover. TPD cover is subject to a maximum of twice the death cover, with a maximum difference between TPD and death cover of \$100,000. Medical evidence may be required. The member will pay an additional 20% on the premium rate applying to the amount of TPD cover over the death cover amount.

TPD cover for all part-timers

Members who work less than 15 hours a week currently have access to death-only cover but not TPD. Under the new insurance arrangements, they will be able to apply for TPD cover as well as for death. If they become totally and permanently disabled and make a claim, the insurer will require them to satisfy the conditions set out in the Activities of daily living definition.

No tapering of TPD cover between ages 60 and 65

Currently, once a member reaches age 60, their TPD cover reduces gradually to nil at age 65. If a member currently has TPD cover, the reduction will not apply to that cover from 1 July 2007.

New TPD definitions

If a member makes a claim for a TPD benefit, the insurer will require them to satisfy the conditions of a TPD definition. This is normally the insurer's standard definition, which includes not being able to work in 'any occupation for which you are reasonably suited by education, training or experience'.

Under the new insurance arrangements, members in certain occupations approved by the insurer may be able to choose an 'own occupation' definition. Members may also be able to choose a 'home duties' definition. Note that the premium rates for TPD cover will be 50% higher for members who select the 'own occupation' definition. If the member makes a TPD claim, the insurer will assess their claim against the definition they have chosen.

Easier paperwork

If the insurer asks a member to provide health evidence, they currently need to complete either a short-form health declaration (for insured amounts under \$400,000) or a much longer health declaration (for higher amounts). From 1 July 2007 a short-form declaration will be used for insured amounts under \$500,000.

Improved terms for continuation of cover

Members who are under a certain age and who leave their employer have the option (subject to certain other conditions) to continue their death and TPD cover by taking out a personal policy with the insurer. The age limits for this option will increase from 1 July 2007 as follows:

- Death cover: from age 60 to age 65
- TPD cover: from age 55 to age 60.

Income protection cover

Long-term income protection

The Aon Master Trust currently offers short-term income protection (also known as salary continuance) cover that provides members with an income if they are totally disabled, for up to two years. While this option will continue after 1 July 2007, members will be able to apply for long-term income protection that will provide an income for up to five years, or to age 65, as long as they satisfy the definition for long-term total disability. Please note that this definition clarifies the meaning of 'income' for self-employed members and how it applies to them at the time they make a claim. Premiums are competitive and generally cheaper than retail.

Discounted premiums for short-term income protection

From 1 July 2007, a discount of 12.5% (on existing rates) will apply to premium rates for short-term income protection cover.

Income protection cover without death cover

Currently, members must have death cover if they wish to apply for income protection. From 1 July 2007, they will be able to apply for income protection cover without having death cover.

Cover extended to 60 days

As noted in the *Product Disclosure Statement*, income protection cover will cease on the earliest of a number of events happening, one of which is 30 days after premium payments cease. From 1 July 2007, this will be extended to 60 days.

The right price depends on what the member does

Premium rates for insurance cover take account of the type of work the member does with lower rates for 'professional' and 'white collar' workers with non-manual, office duties and higher rates for 'blue' and 'heavy blue collar' workers who include those with manual duties and tradespeople.

If a member has not advised us of their occupation, they are rated 'heavy blue collar'.

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May 2007



Personal Super

Insurance scales, rates & definitions

Prepared by
Aon Consulting Pty Limited and AIG Life

Effective 1 July 2007
(updated 18 July 2007)



Important information

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Unless otherwise stated, the information in this document applies to Personal Super members who are covered by the standard AIG insurance policy.

Every care has been taken with the information provided in this document. However, the Trustee reserves the right to correct any error or omission. If there is any discrepancy between this document and the trust deed and rules, the trust deed and rules will be the final authority. The information in this document is not intended as investment advice.

The Aon Master Trust (ABN 68 964 712 340, RSE R1000566) is managed by Aon Superannuation Pty Limited (ABN 83 057 982 822, RSE L0000437, AFSL 237465) an approved trustee regulated by the Australian Prudential Regulation Authority (APRA). Aon Superannuation Pty limited ('the Trustee') is a wholly owned subsidiary of Aon Consulting Pty Limited, part of the Aon Corporation group of companies. The Aon Corporation is a worldwide organisation that specialises in providing services in the areas of insurance, superannuation and human resources.

The Aon Master Trust is a complying regulated fund within the meaning of the Superannuation Industry (Supervision) Act 1993. Being a complying fund means that we can accept Superannuation (SG) contributions and rollovers from other complying funds. It also means that concessional tax treatment applies to the trust.

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1. Death and total and permanent disablement

1.1 Minimum death cover age-based scale

Age	Minimum death cover
Up to 42	\$200,000
43	\$188,000
44	\$176,000
45	\$164,000
46	\$152,000
47	\$140,000
48	\$128,000
49	\$116,000
50	\$104,000
51	\$92,000
52	\$80,000
53	\$68,000
54	\$56,000
55	\$44,000
56	\$39,600
57	\$35,200
58	\$30,800
59	\$26,400
60	\$22,000
61	\$17,600
62	\$13,200
63	\$8,800
64	\$4,400
65	\$0

The minimum default level of death cover applies only to eligible members of Personal Super as at 30 June 2007.

Eligible members exclude:

- members with account balances under \$5,000
- TPD claimants
- members who have had cover reduced or declined by the insurer, or
- 'lost' members
- members who joined Personal Super, or who transferred from Corporate Super to Personal Super, on or after 1 July 2007

and may exclude members whose adviser has negotiated other insurance arrangements.

1.2 Premium rates for death and TPD

The cost of your insurance depends on the annual premium rate for your age and the type of cover you have, the amount of your cover, and your occupation factor (see next page).

The annual premium rates shown below are:

- per \$1,000 of cover
- inclusive of stamp duty and 30% brokerage.

Age next birthday	Death	TPD	Age next birthday	Death	TPD
16	0.22	0.10	45	1.10	0.47
17	0.31	0.11	46	1.22	0.57
18	0.39	0.14	47	1.35	0.69
19	0.48	0.17	48	1.52	0.82
20	0.50	0.21	49	1.69	0.97
21	0.54	0.20	50	1.91	1.14
22	0.51	0.19	51	2.13	1.34
23	0.46	0.18	52	2.37	1.61
24	0.41	0.16	53	2.65	1.94
25	0.38	0.14	54	2.96	2.30
26	0.36	0.14	55	3.29	2.73
27	0.37	0.13	56	3.61	3.23
28	0.38	0.13	57	3.97	3.78
29	0.38	0.14	58	4.43	4.34
30	0.39	0.15	59	4.92	4.96
31	0.41	0.14	60	5.44	5.65
32	0.42	0.15	61	6.02	6.41
33	0.44	0.17	62	6.64	7.26
34	0.45	0.18	63	7.30	8.21
35	0.50	0.17	64	8.04	9.25
36	0.51	0.18	65	8.81	10.42
37	0.53	0.21	66	10.53	N/a
38	0.58	0.22	67	11.79	N/a
39	0.63	0.23	68	13.21	N/a
40	0.68	0.26	69	14.79	N/a
41	0.73	0.29	70	16.57	N/a
42	0.82	0.32			
43	0.89	0.36			
44	0.99	0.41			

1.3 Occupation classes and factors for death and TPD

Occupations are broadly categorised according to the table below.

Occupation class	Description	Factor	
		Death	TPD
Class 1: Professional	Professionals, executives and senior management with tertiary qualifications and high incomes such as CEO, CFO, CPA accountant, lawyer, doctor, pharmacist, etc.	0.90	0.85
Class 2: White collar	Occupations that are office based with no manual work, e.g. clerical roles, professional or administrative roles such as architect, accountant, computer analyst, lecturer, social worker, administrator, clerk, etc.	1.00	1.00
Class 3: Grey collar	Occupations which are primarily non-manual but may involve light manual duties only, such as hairdresser, shop assistant, florist, cashier, tailor, etc.	1.25	1.50
Class 4: Blue collar	Occupations that involve a moderate degree of manual work, or recognised qualified trades, such as baker, gasfitter, electrician, mechanic, printer, signwriter, greengrocer, etc.	1.50	2.00
Class 5: Heavy blue collar	Heavy manual occupations or those with a degree of additional risk of disability, such as boilermaker, gardener, storeman, tyre fitter, welder, etc.	2.00	3.00

Depending on your actual occupational activities, you may not be eligible for insurance. This is at the insurer's discretion.

Calculating your annual premium

Your annual premium equals:

$$\frac{\text{Amount of cover}}{\$1,000} \times \text{annual premium rate (see page 4)} \times \text{occupation factor}$$

Example: Let's say you have \$200,000 of death and TPD cover, you'll be 42 next birthday and you are heavy blue collar. Your annual premium is:

$$\text{Death cover: } \frac{\$200,000}{\$1,000} \times \$0.82 \times 2.00 = \$328$$

$$\text{TPD cover: } \frac{\$200,000}{\$1,000} \times \$0.32 \times 3.00 = \$192$$

$$\text{Total annual premium} \quad \mathbf{\$520}$$

1.4 Standard TPD definition

The definition depends on your employment status at the time you stopped work due to an illness or injury.

If you were working 15 hours or more per week when you stopped work due to an illness or injury, you are considered totally and permanently disabled if while insured under the policy:

- you have been unable to perform your usual occupation due to that illness or injury for six consecutive months, and the insurer and the trustee are satisfied by medical and any other relevant evidence that you are unlikely to ever be able to return to your usual occupation or any occupation for which you are reasonably suited by education, training or experience

OR

- you have suffered the permanent loss of use of two limbs, or the permanent loss of sight of both eyes, or the permanent loss of use of one limb and permanent loss of sight of one eye.

If you were working less than 15 hours per week when you stopped work due to an illness or injury, you are considered totally and permanently disabled if while insured under the policy:

- for six consecutive months after the occurrence of the illness or injury, and as certified by a medical practitioner, you have been unable to perform at least two of the following activities of daily living* without the standby assistance of another person: bathing, dressing, eating, toileting, transferring in and out of a chair

OR

- you have suffered the permanent loss of use of two limbs, or the permanent loss of sight of both eyes, or the permanent loss of use of one limb and permanent loss of sight of one eye.

* The full 'Activities of daily living' definition' is shown on the next page.

1.5 'Activities of daily living' TPD definition

Note: this definition applies if you work less than 15 hours a week.

In the opinion of AIG Life, the insured member is deemed to be totally and permanently disabled if he or she:

- a) For a period of six (6) consecutive months after the occurrence of the injury, sickness or disease, is continuously, totally and permanently unable to perform at least two (2) of the following activities of daily living as certified by a Medical Practitioner:
 - o **Bathing:** the ability to wash themselves either in the bath or shower or by sponge bath without the standby assistance of another person;
 - o **Dressing:** the ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them without the standby assistance of another person;
 - o **Eating:** the ability to feed themselves once food has been prepared and made available, without the standby assistance of another person;
 - o **Toileting:** the ability to get to and from and on and off the toilet without the standby assistance of another person and the ability to manage bowel and bladder functions through the use of protective undergarments or surgical appliances, if appropriate;
 - o **Transferring:** the ability to move in and out of a chair without the standby assistance of another person.

OR

- b) Whilst insured under this policy, suffered the permanent loss of use of two limbs, or the permanent loss of the sight of both eyes, or the permanent loss of use of one limb and the permanent loss of sight of one eye (where limb is defined as the whole hand or whole foot).

* Only one benefit is payable

1.6 'Own occupation' TPD definition

1.6.1 Eligible occupations

The 'own occupation' definition of TPD is available to members in the following occupations.

Accountant	Registered CPA	Librarian	Qualified
Actuary		Management consultant	
Administration	Key executive	Market analyst	Not interviewing
Anaesthetist		Medical practitioner	
Analyst	Computer	Medical registrar	
Analytical chemist	Not explosives	Metallurgist	Not underground
Architect		Meteorologist	
Astronomer		Mineralogist	Office only
Auditor		Minister of religion	
Bank manager		Optometrist	
Barrister		Ophthalmologist	
Biochemist	Not marine	Orthodontist	
Chemical industry	Analytical	Pathologist	
Chemist	<ul style="list-style-type: none"> Analytical, not explosives Retail Wholesaler 	Periodontist	
Computer industry	<ul style="list-style-type: none"> Analyst – qualified Consultant – qualified 	Pharmacist	Tertiary qualified/ retail/wholesale
Consulting engineer	Office only	Physician	
Coroner		Physicist	
Dental	Surgeon	Physiotherapist	
Dentist		Principal	Teacher
Dietician	Qualified & registered	Professor	University & college staff
Doctor		Programmer/analyst	Computer – qualified
Editor	Office only	Psychiatrist	
Engineer	<ul style="list-style-type: none"> Civil – office/admin Electrical Office duties only 	Psychologist	
Geologist	Office only	Solicitor	
Geophysicist		Surgeon	
Judge		Systems analyst	Computer – qualified
Key executive	Administration	Teacher	Principal
Lawyer		Veterinary surgeon	
Lecturer	<ul style="list-style-type: none"> College – full time University – full time 		

1.6.2 'Own occupation' definition

Total and Permanent Disablement means that the insured member:

a) has suffered the total and irrecoverable loss of the:

- sight of both eyes;
- use of two limbs; or
- sight of one eye and use of one limb

where limb means the whole hand or whole foot.

or

b) as a result of injury, sickness or disease;

- has not performed any work for an uninterrupted period of at least 6 consecutive months solely due to the same injury, sickness or disease, and
- is under the regular care and following the advice of a Medical Practitioner and has undergone all reasonable and usual treatment including rehabilitation for the injury, sickness or disease; and
- after consideration of all the medical evidence and such other evidence as the Company may require, has become, in the opinion of the Company, incapacitated to such an extent as to render him or her unable ever to be able to engage in his or her own occupation, business or profession.

Occupations of a specialised nature are covered on a broader definition of their occupation. For example, a barrister will be interpreted and covered as a legal practitioner, and a doctor or surgeon will be interpreted and covered as a medical practitioner.

1.7 'Home duties' TPD definition

Total and Permanent Disablement means that the insured member:

a) Has suffered the total and irrecoverable loss of the:

- sight of both eyes;
- use of two limbs; or
- sight of one eye and use of one limb;

Where limb means the whole hand or whole foot.

or

b) Where wholly engaged in full time unpaid domestic duties in his or her own residence:

- has been unable to perform normal domestic duties, leave home unaided and engage in any employment for an uninterrupted period of at least six (6) consecutive months solely due to an injury, sickness or disease; and
- is attending and following the advice of a Medical Practitioner and has undergone all reasonable and usual treatment including rehabilitation for the injury, sickness or disease; and
- at the end of the period of six (6) consecutive months, after consideration of all the medical evidence and such other evidence as the company may require, has become, in the opinion of the Company, incapacitated to such an extent as to render him or her likely to require ongoing medical care and unable ever to perform normal domestic duties, leave home unaided and engage in any form of employment.

2. Income protection

2.1 Premium rates – short-term income protection

The cost of your insurance depends on the annual premium rate for your age, the amount of the benefit, the waiting period you have chosen and your occupation factor (see page 16).

The annual premium rates shown on the following pages are:

- per \$100 of monthly benefit
- inclusive of stamp duty and 30% brokerage.

Premium rates for short-term income protection – benefit period up to two years

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
16	3.91	2.63	1.34	5.86	3.95	2.00
17	3.91	2.63	1.34	5.86	3.95	2.00
18	3.91	2.63	1.34	5.86	3.95	2.00
19	3.91	2.63	1.34	5.86	3.95	2.00
20	3.91	2.63	1.34	5.86	3.95	2.00
21	3.91	2.63	1.34	5.86	3.95	2.00
22	3.97	2.65	1.34	5.95	3.97	2.00
23	4.02	2.68	1.36	6.03	4.02	2.04
24	4.08	2.73	1.37	6.12	4.10	2.06
25	4.14	2.77	1.37	6.21	4.15	2.06
26	4.11	2.73	1.34	6.17	4.10	2.00
27	4.02	2.73	1.28	6.03	4.10	1.91
28	3.98	2.60	1.23	5.97	3.90	1.84
29	3.98	2.57	1.18	5.97	3.86	1.77
30	4.01	2.60	1.17	6.01	3.90	1.75
31	4.08	2.61	1.17	6.12	3.92	1.75
32	4.17	2.67	1.17	6.26	4.01	1.75
33	4.31	2.77	1.20	6.46	4.15	1.80
34	4.47	2.86	1.24	6.71	4.29	1.86
35	4.68	2.98	1.30	7.02	4.47	1.95
36	4.91	3.14	1.37	7.36	4.71	2.06
37	5.15	3.31	1.47	7.72	4.96	2.20
38	5.45	3.50	1.56	8.17	5.25	2.35
39	5.75	3.72	1.70	8.62	5.58	2.54
40	6.11	3.97	1.84	9.17	5.95	2.76
41	6.48	4.25	2.01	9.73	6.37	3.01
42	6.92	4.57	2.21	10.37	6.86	3.32
43	7.37	4.91	2.44	11.06	7.36	3.66
44	7.85	5.28	2.71	11.78	7.92	4.06
45	8.40	5.69	3.01	12.59	8.53	4.51
46	8.99	6.17	3.34	13.48	9.26	5.02
47	9.60	6.68	3.74	14.40	10.01	5.61

Continued...

**Premium rates for short-term income protection
– benefit period up to two years (continued)**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
48	10.30	7.24	4.17	15.44	10.86	6.26
49	11.05	7.88	4.68	16.58	11.82	7.02
50	11.88	8.55	5.24	17.83	12.83	7.87
51	12.76	9.32	5.88	19.14	13.98	8.82
52	13.76	10.16	6.59	20.64	15.25	9.89
53	14.83	11.10	7.41	22.25	16.65	11.11
54	16.00	12.14	8.29	24.00	18.21	12.43
55	17.30	13.30	9.30	25.95	19.96	13.95
56	18.72	14.57	10.43	28.08	21.85	15.64
57	20.06	15.97	11.69	30.10	23.96	17.54
58	21.99	17.54	13.09	32.98	26.31	19.63
59	23.89	19.27	14.64	35.83	28.91	21.96
60	25.97	21.18	16.37	38.96	31.77	24.56
61	28.27	23.29	18.31	42.40	34.93	27.46
62	30.81	25.62	20.42	46.21	38.43	30.64
63	30.81	24.88	19.27	46.21	37.31	28.91
64	19.38	16.48	11.19	29.07	24.72	16.78
65	7.59	5.15	2.71	11.39	7.72	4.06

2.2 Premium rates – long-term income protection

The cost of your insurance depends on the annual premium rate for your age, the amount of the benefit, the waiting period you have chosen, your gender and your occupation factor (see page 16).

The annual premium rates shown on the following pages are:

- per \$100 of monthly benefit
- inclusive of stamp duty and 30% brokerage.

Premium rates for long-term income protection – benefit period up to five years

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
16	5.66	4.52	2.65	7.95	6.31	3.01
17	5.66	4.52	2.65	7.95	6.31	3.01
18	5.66	4.52	2.65	7.95	6.31	3.01
19	5.66	4.52	2.65	7.95	6.31	3.01
20	5.66	4.52	2.65	7.95	6.31	3.01
21	5.66	4.52	2.65	7.95	6.31	3.01
22	5.56	4.45	2.53	8.07	6.39	3.04
23	5.48	4.38	2.43	8.18	6.49	3.07
24	5.41	4.33	2.34	8.30	6.58	3.10
25	5.36	4.29	2.27	8.43	6.67	3.14
26	5.32	4.26	2.20	8.55	6.77	3.17
27	5.37	4.30	2.17	8.79	6.96	3.33
28	5.46	4.37	2.16	9.11	7.21	3.46
29	5.59	4.47	2.16	9.52	7.52	3.58
30	5.78	4.62	2.18	10.02	7.91	3.70
31	6.01	4.79	2.22	10.60	8.36	3.82
32	6.28	5.01	2.28	11.26	8.87	3.96
33	6.60	5.26	2.35	12.01	9.45	4.12
34	6.97	5.55	2.44	12.85	10.10	4.31
35	7.39	5.87	2.55	13.78	10.82	4.53
36	7.86	6.24	2.68	14.80	11.61	4.80
37	8.39	6.64	2.83	15.91	12.47	5.13
38	8.97	7.09	3.02	17.11	13.41	5.53
39	9.61	7.59	3.23	18.42	14.42	6.00
40	10.31	8.14	3.49	19.82	15.51	6.55
41	11.08	8.73	3.78	21.33	16.67	7.20
42	11.93	9.39	4.13	22.94	17.92	7.95
43	12.85	10.11	4.53	24.67	19.26	8.82
44	13.86	10.89	4.99	26.51	20.68	9.81
45	14.96	11.74	5.53	28.47	22.20	10.93
46	16.17	12.68	6.15	30.56	23.82	12.19
47	17.48	13.70	6.86	32.78	25.53	13.60
48	18.92	14.81	7.68	35.15	27.36	15.16
49	20.50	16.03	8.62	37.67	29.30	16.87
50	22.22	17.36	9.69	40.35	31.38	18.74
51	24.10	18.82	10.91	43.22	33.59	20.77

Continued...

**Premium rates for long-term income protection
– benefit period up to five years (continued)**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
52	26.18	20.43	12.29	46.29	35.95	22.96
53	28.46	22.19	13.86	49.58	38.49	25.30
54	30.97	24.13	15.62	53.12	41.22	27.80
55	33.75	26.28	17.60	56.96	44.17	30.44
56	36.83	28.65	19.83	61.12	47.37	33.23
57	40.25	31.30	22.32	65.67	50.86	36.14
58	44.07	34.24	25.10	70.65	54.69	39.19
59	48.35	37.54	28.20	76.16	58.92	42.35
60	53.16	41.25	31.65	82.28	63.61	45.62
61	55.32	42.91	32.65	83.81	64.78	44.80
62	54.00	41.89	31.66	80.05	61.90	41.27
63	50.28	39.03	28.80	73.24	56.67	35.74
64	41.99	32.64	22.59	60.81	47.13	27.15
65	22.13	17.29	8.12	32.42	25.25	9.64

**Premium rates for long-term income protection
– benefit period up to age 65**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
16	7.17	5.88	5.33	11.13	9.05	6.80
17	7.17	5.88	5.33	11.13	9.05	6.80
18	7.17	5.88	5.33	11.13	9.05	6.80
19	7.17	5.88	5.33	11.13	9.05	6.80
20	7.17	5.88	5.33	11.13	9.05	6.80
21	7.17	5.88	5.33	11.13	9.05	6.80
22	7.11	5.83	5.13	11.41	9.27	6.95
23	7.07	5.80	4.96	11.69	9.49	7.09
24	7.04	5.78	4.81	11.98	9.73	7.25
25	7.04	5.78	4.68	12.29	9.97	7.40
26	7.07	5.80	4.58	12.60	10.22	7.56
27	7.20	5.91	4.55	13.09	10.61	8.04
28	7.41	6.07	4.57	13.74	11.13	8.48
29	7.69	6.30	4.63	14.54	11.77	8.91
30	8.06	6.59	4.73	15.52	12.55	9.34
31	8.50	6.95	4.88	16.66	13.46	9.80
32	9.03	7.37	5.07	17.98	14.52	10.32
33	9.64	7.86	5.32	19.49	15.72	10.90
34	10.35	8.42	5.61	21.18	17.07	11.59
35	11.15	9.07	5.97	23.07	18.57	12.40
36	12.06	9.79	6.39	25.16	20.24	13.36
37	13.07	10.59	6.89	27.45	22.06	14.50
38	14.18	11.48	7.47	29.94	24.05	15.86
39	15.41	12.47	8.14	32.63	26.19	17.45
40	16.76	13.54	8.92	35.52	28.49	19.31
41	18.22	14.71	9.83	38.59	30.93	21.46
42	19.81	15.98	10.87	41.84	33.51	23.91

Continued...

**Premium rates for long-term income protection
– benefit period up to age 65 (continued)**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
43	21.52	17.34	12.06	45.25	36.22	26.70
44	23.36	18.80	13.41	48.79	39.04	29.81
45	25.31	20.36	14.95	52.46	41.95	33.25
46	27.39	22.02	16.68	56.22	44.93	37.00
47	29.58	23.76	18.63	60.05	47.97	41.04
48	31.89	25.60	20.79	63.91	51.02	45.33
49	34.31	27.53	23.19	67.77	54.08	49.82
50	36.83	29.53	25.81	71.60	57.11	54.44
51	39.43	31.60	28.65	75.36	60.09	59.11
52	42.13	33.74	31.72	79.02	62.98	63.74
53	44.89	35.94	34.98	82.54	65.76	68.24
54	47.71	38.18	38.41	85.89	68.40	72.48
55	50.59	40.46	41.99	89.02	70.88	76.35
56	53.48	42.76	45.65	91.89	73.14	79.70
57	56.24	44.95	49.21	94.26	75.01	82.25
58	58.74	46.93	52.48	95.97	76.35	83.72
59	60.78	48.55	55.19	96.78	76.99	83.85
60	62.11	49.60	56.99	96.41	76.70	82.31
61	62.33	49.77	57.38	94.44	75.15	78.72
62	60.85	48.60	55.64	90.20	71.80	72.52
63	56.65	45.28	50.60	82.52	65.75	62.81
64	47.32	37.87	39.70	68.52	54.68	47.71
65	24.94	20.06	14.27	36.53	29.29	16.94

2.3 Occupation classes and factors for income protection

Occupations are broadly categorised according to the table below.

Occupation class	Description	Factor
Class 1: Professional	Professionals, executives and senior management with tertiary qualifications and high incomes such as CEO, CFO, CPA accountant, lawyer, doctor, pharmacist, etc.	0.90
Class 2: White collar	Occupations that are office based with no manual work, e.g. clerical roles, professional or administrative roles such as architect, accountant, computer analyst, lecturer, social worker, administrator, clerk, etc.	1.00
Class 3: Grey collar	Occupations which are primarily non-manual but may involve light manual duties only, such as hairdresser, shop assistant, florist, cashier, tailor, etc.	1.35
Class 4: Blue collar	Occupations that involve a moderate degree of manual work, or recognised qualified trades, such as baker, gasfitter, electrician, mechanic, printer, signwriter, greengrocer, etc.	1.75
Class 5: Heavy blue collar	Heavy manual occupations or those with a degree of additional risk of disability, such as boilermaker, gardener, storeman, tyre fitter, welder, etc.	3.00

Depending on your actual occupational activities, you may not be eligible for insurance. This is at the insurer's discretion.

Calculating your premium

Your annual premium equals:

$$\frac{\text{Monthly benefit}}{\$100} \times \text{annual premium rate (see pages 11 to 15)} \times \text{occupation factor}$$

Example: Let's say you have chosen the long-term income protection with cover of up to five years. Your monthly benefit is \$1,800 and you have chosen a waiting period of 30 days. You are female, will be 40 next birthday and you are grey collar. Your annual premium is:

$$\frac{\$1,800}{\$100} \times \$19.82 \times 1.35 = \$481.63$$

2.4 Total disability definition for income protection

An income protection benefit is payable if you have been off work due to illness or injury on consecutive days for the entire waiting period and the insurer and trustee are satisfied by medical and any other relevant evidence that you:

- for the first two years, are unable to perform at least one important duty* of your usual occupation necessary to produce income, and
- for the balance of the benefit period (where the benefit period is longer than two years) you are unable to perform your usual occupation and any other occupation for which you are reasonably suited by reason of education, training or experience
- remain under the regular care and are following the advice of a registered medical practitioner in relation to that illness or injury, and
- are not engaged in any occupation (whether paid or unpaid).

* An 'important duty' is defined as one involving 20% or more of your overall occupation related tasks.

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