

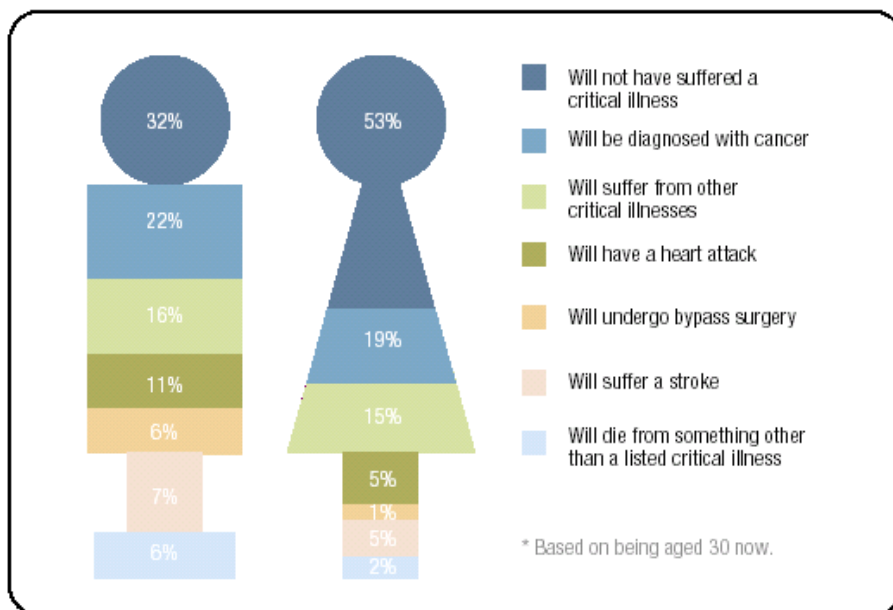
## Protect your most valuable asset – YOURSELF

Your ability to earn an income is often by far your greatest asset. Could you, or your partner, continue to meet your mortgage repayments and ongoing financial obligations should the unthinkable happen to either one of you? How will the loss of you or your partner impact on your children's futures?

### The risks are real

Every working Australian has a 1 in 3 chance of becoming disabled for more than 3 months before turning age 65 (Institute of Actuaries of Australia 2000).

### Before the age of 70...



Source: General Reinsurance Life Australia Limited

A tailored personal protection portfolio can help you:

- ✓ Replace lost personal income
- ✓ Provide an on-going income source to family members
- ✓ Eliminate or reduce existing debt
- ✓ Fund unexpected costs – medical or otherwise
- ✓ Provide a financially secure future for you and your family

### What types of insurances are available?

There are four types of personal protection insurances available provided you are eligible under the terms of the policy.

1. Life
2. Total and Permanent Disability (TPD)
3. Trauma
4. Income Protection

Life, TPD and Trauma insurances are typically paid out in the form of a lump sum whereas Income Protection is paid as a monthly benefit.

## Life Insurance

Although it is the most difficult to talk about, life insurance is the most common form of personal insurance. Taking cover while you are healthy is a responsible step to take and can potentially make things considerably easier for your family in the future. It can ensure that your family is not disadvantaged financially should you not be around to support them. Structured correctly it can provide a continual source of income for your family, help with ongoing financial obligations and eliminate debt.

## Total and Permanent Disability

An accident or illness has the potential to leave you totally and permanently disabled and unable to work. This cover is designed to provide you with a lump sum should you be unable to work again due to sickness or injury. The benefit can be used to cover medical costs, make necessary renovations or supplement personal income. There are two occupation definitions "Own" and "Any". A Finserve Private Clients adviser can assist you on which definition best suits your needs and how to structure this cover correctly.

## Trauma or Critical Illness

Serious illnesses such as cancer, stroke or heart attack and critical events such as permanent incapacitation or paralysis are likely to have a significantly impact on you and your family on a number of different levels. Trauma policies can help elevate the financial burden associated with critical illnesses and injuries. The benefit paid by a trauma policy can be used to fund medical costs, seek the best medical treatment or subsidise your personal income.

## Income Protection

Income protection insurance is a must for anyone who relies on their salary to meet their financial obligations. This type of insurance can provide you with a monthly benefit (normally 75% of your income) if you are unable to work due to sickness or injury. Benefits periods can last from 2 years and up to age 65. The premiums paid for income protection insurance are usually personally tax deductible.

## How much insurance is enough?

The amount of cover you really need depends on your individual circumstances, how much risk you are prepared to live with, your goals and ultimately how much you can realistically afford.

Life's risks can have a dramatic impact on you and your family, speak to your Financial Adviser at Finserve today about a personal risk management plan.

### *Finserve Private Clients*

Contact us today on **02 9957 2544** or  
**info@finserve.com.au** to discuss your  
requirements