



# INSURANCE PHILOSOPHY

with

# WEALTHPARTNERS



# Our Beliefs

We

We are passionate about helping you ensure the goals you have set

and working towards can still be achieved in the event of unforeseen circumstances such as death temporary or permanent disablement.

Our role is to maintain the status quo and give you peace of mind by assisting you build a sustainable risk management plan and reviewing this periodically.



# Our Approach

## Our

Our approach involves identifying key risks and implementing an appropriate cost-effective and tax efficient solution to meet these contingencies.

Our role is to identify appropriate insurance products with appropriate features and benefits with appropriate levels of cover the same time balancing the competing priorities of needs and costs and how long you need to retain cover.

Our risk protection products, solutions and strategies are not a "one size fits all" but rather are unique and based on your personal and health circumstances to help ensure greater suitability between you and the product recommended.

We take a consultative and strategic approach to recommending insurance cover that take into account your situation and needs and objectives.

Specific factors we take into consideration in determining how much cover you need include managing or clearing debts, child care and/or education costs, potential medical, care and rehabilitation costs and replacing income to meet general living expenses.



# Our Solutions

## Types of cover

- > Life
- > Total & Permanent Disability
- > Critical Illness or trauma
- > Income protection or salary continuance
- > Business Expenses

Having determined what type and level of cover you need we will review your existing insurance to identify any gaps and under or over insurance.

We will review not just the features and benefits but the terms and conditions of the contracts taking the time to help you understand them.

In recommending new or replacement cover WealthPartners have relationships with some of the country's largest insurers so we can select appropriate leading products from abroad base of insurance companies.

We only recommend reputable insurers that meet strict criteria that takes into account the underwriting process, features and benefits, credit rating and claims experience.

To ensure the recommended sum insured can be achieved, we consider different ownership structures and the taxation implications of those structures and evaluate the merits of different premium structures relative to the amount of time you may expect to hold insurance.

We also consider the impact of insurance held in superannuation and the long term effect on your retirement savings and if necessary ways to mitigate any impact.

We take the time to explain and advise you on death benefits, how are they taxed and distributed, depending on who you wish to nominate.



# Our Services

## Needs Assessment

Based on the information you have provided we will identify appropriate insurance products with appropriate features and benefits with appropriate levels of cover the same time balancing the competing priorities of needs and costs and how long you need to retain cover.

## Written Recommendations

We provide a written recommendation including comparison reports based on features and costs.

## Application & Underwriting Process

Having agreed to implement our advice WealthPartners will handle all of the administration and applications process for you on your behalf.

We are firm believers in underwriting at application where the insurer will evaluate your personal circumstances upfront to decide how much they will cover you for, how much you should pay for it, or whether even to accept the risk and insure you.

On your own the underwriting process can be a daunting experience. With our help we will aim to make this process as seamless as possible.

## Ongoing Review Service

At review, or on an as needs basis, we will discuss the your progress towards your goals and the potential impact of any changes in lifestyle or circumstances and the impact this may have on your plan and the appropriateness of the level of your insurance cover and/or the insurance policy.

We will also review the appropriateness of your insurance policy on an ongoing basis comparing it with the latest available in the market with the aim of reducing premiums and/or to access new features and benefits that may be appropriate in meeting your needs.

We can answer any questions you may have resulting from communications from your insurance providers.

## Claims service

Should the need arise for a claim, we will assist you to make the claim on your, or your spouse/family, behalf so you so can receive the proceeds as soon as possible. We will also liaise with the insurers or solicitors as required.

## Cost of Our Advice & Services

The costs involved in preparing, recommending and implement this service are agreed upfront between you and you adviser.

# APPENDIX

When do you need cover?

