

Protect your lifestyle and your business with FMI's holistic Income Protection solution

Business Person Elect

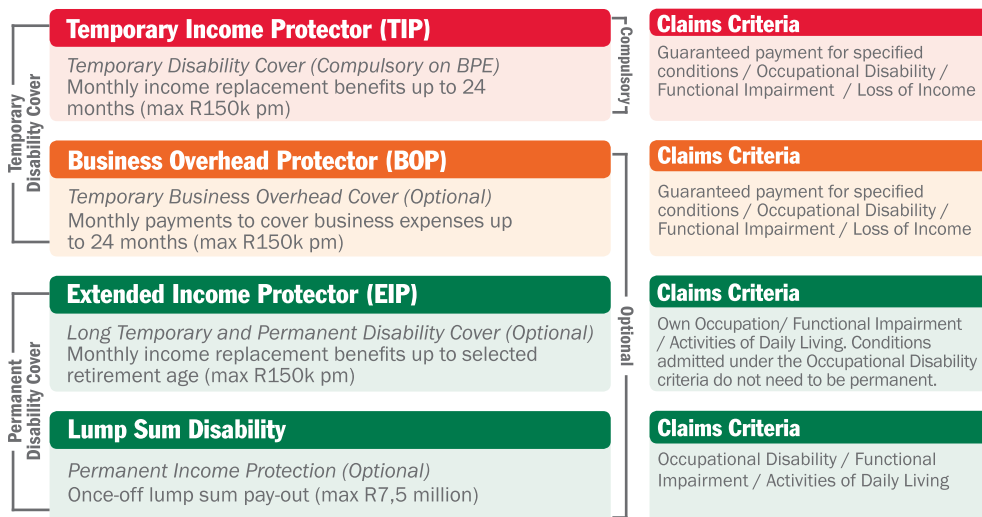
We specialise in Income Protection because we believe it is the most important cover to have in place. Your income provides for your lifestyle and our cover will help you to protect that income should you become disabled.

We believe that the correct way to design disability cover is to first put in place temporary disability cover, then permanent disability cover so that individuals enjoy a combination of both benefits. Temporary disability cover ensures that you are protected against temporary disability and during the permanent disability cover waiting period. Permanent disability cover should be addressed through a combination of income replacement benefits and a lump sum disability benefit.

In light of the above, BPE is the best choice for holistic income protection:

- 100% cover of your income on an Own Occupation basis until retirement.
- A unique risk assessment model that focuses on your duties rather than your job title. Therefore, it is possible for self-employed people to receive substantial discounts on their cover.
- Flexibility to combine different cover options and waiting periods to ensure cover tailored to your needs.
- Options to freeze or change your cover depending on your circumstances without medical underwriting - essential if you don't earn a fixed salary.
- 100% cover of your income without aggregation for the first 12 months of a claim.
- Multiple claims criteria, ensuring you receive the highest possible pay-out.

7 out of 10
FMI
policyholders
will experience
at least 1
temporary
disability in
their working
lives



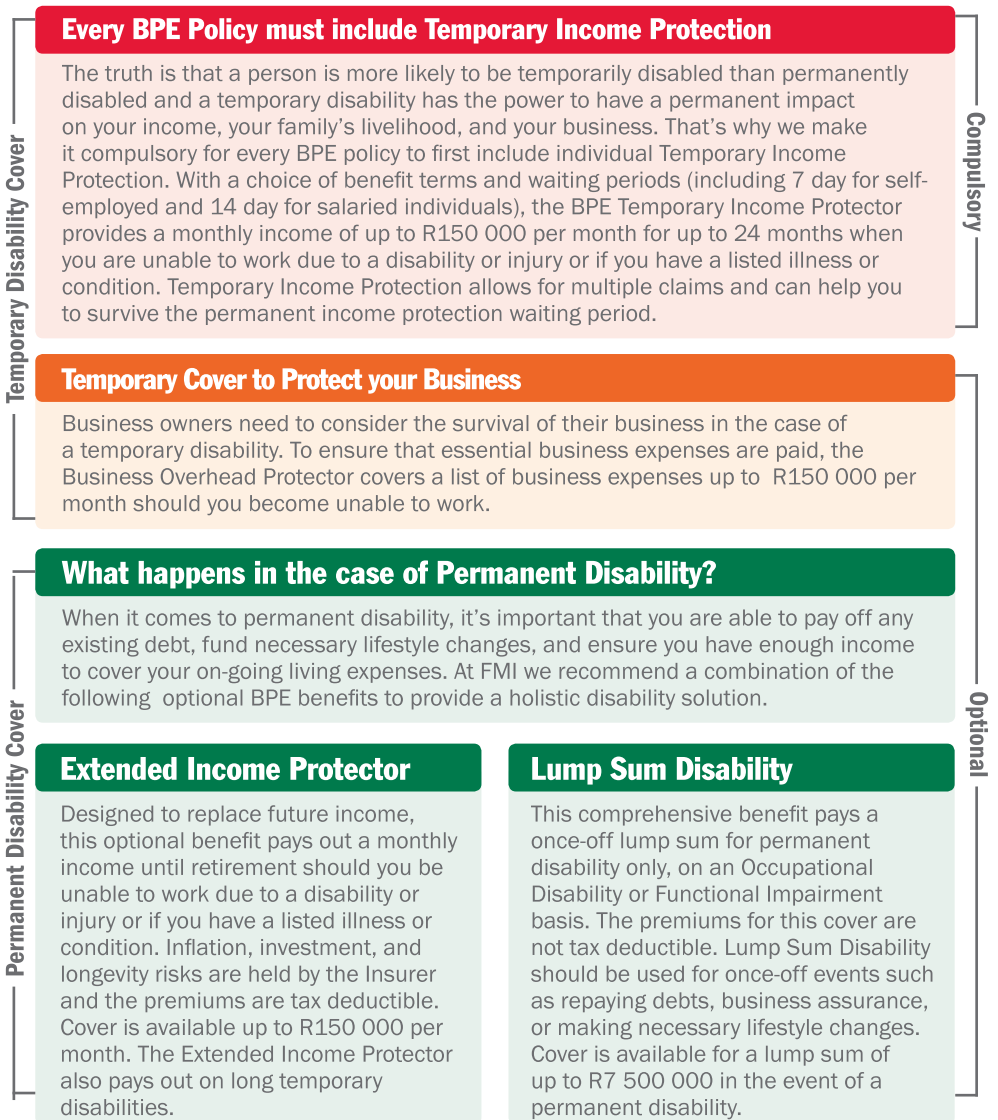
'If I had not taken out the plan with FMI, I do not think that my business would be operating today.'
Life Assurance and Investment Adviser, Burst Appendix

You do not have to be permanently disabled to claim on FMI's Extended Income Protector because it also covers long temporary disabilities

If you are under 35, you can increase your cover up to 20% annually without medical underwriting

How does Business Person Elect work?

Main Benefits



The following are automatically included with the above benefits:

- **Driver's Extension** – Pays an amount per day if you are unable to drive but still able to perform the duties of your own occupation
- **Childbirth** – Pays our female policyholders a lump sum amount equal to the policyholder's total monthly BPE premium multiplied by 12, occurring after the first 9 months of the policy.
- **Freeze** – Gives the option to freeze premiums and cover for a period of time and re-instate without medical and financial underwriting, after the first year of the policy
- **Benefit Escalations** – These options offer the flexibility to adjust cover levels without medical underwriting (annual review, re-instatement, annual benefit increase)
- **Continuation** – The option at chosen retirement age to continue core benefits for a further 5 years, up to a maximum age of 70, without further underwriting
- **Change in Circumstances** – Allows you to increase cover by up to 25% without underwriting on marriage, birth / adoption of a child, and death of a spouse
- **Immediate Cover** – Ensures that you will be covered from date of acceptance, provided that the selected commencement date falls on the 1st of the month following acceptance

'When I had my car accident I was off work for four months. I was very glad I had my policy with FMI. I would have been broke without it.'

Wine Maker, Motor Vehicle Accident

Optional Benefits

Did you know that FMI offers a Childbirth benefit?

The following are designed to enhance our main benefits:

You can choose to include as many (or as few) of these as you like to further enhance your Business Person Elect policy.

Meeting Increased Expenses

Developed to assist in those instances where a disability can incur additional costs over and above your usual monthly expenses:

- **Dread Disease Enhancer** - Increases your TIP pay-out by 20% when disability is a result of a dread disease
- **Hospitalisation Enhancer** - Increases your TIP pay-out by 20% in the event of hospitalisation

Family Responsibility Benefits

Developed because we understand that if something happens to your family your ability to work is impacted:

- **Child Protector** - Monthly medical-free cover for 24 months or until the child's 18th birthday should your child be diagnosed with a terminal disease or critical illness
- **Spouse Protector** - Monthly medical-free cover should your spouse be unable to work due to a disability

Death Income – Provides your nominated beneficiaries with your monthly Temporary Income Protection benefit for 6 or 12 months following your death. This can help to provide much-needed cash flow during this difficult time

Future Income Protector – We understand that your lifestyle and cover needs change over time. Therefore, we provide the option to increase cover by a specified multiple of up to 300% of the initial sum at any point during a specific term without medical underwriting

Retirement Extender

Developed because we understand that you might need disability cover past the traditional retirement age of 70

- **Long-term Care Protector** - Pays you an income for life if you are permanently disabled before retirement, provided your disability meets our functional impairment criteria at retirement age. If you are not in claim when you retire, the functional impairment cover will pay out for the rest of your life should you have a valid claim after retiring. This cover can help you cope with the increased expenses of being disabled after retirement.
- **Temporary Income Protector 75** - Extends your temporary disability cover if you are still working past age 70

Retrenchment – We understand that there are risks to your income outside disability. In the case of a formal retrenchment from full-time, salaried employment, this benefit pays up to 75% of your TIP cover for up to 6 months (after a 1 month waiting period).

BPE is aimed at the self-employed business professional and entrepreneur but it is also available for salaried individuals

'FMI offer a great product that all self-employed people need. I was off work for a month and anyone without a salary for a month is going to be affected.'

Panel Beater, Heart Attack

Comprehensive Claims Assessment

When assessing your claim, we offer **multiple claims criteria**, reducing the subjectivity of the assessment process and ensuring you receive the highest possible pay-out.

71 days
Average time
that a TIP
claim lasts

Guaranteed minimum payment for specific conditions

Guaranteed benefits allow us to make fast initial claim payments on diagnosis. Claims admitted under the **Guaranteed Minimum Period** or **Guaranteed Sickness Payment** will receive a swift, guaranteed payment without under-going any further claims processes.

Guaranteed Minimum Period

On our temporary income protection and business overhead benefits, we will pay out the cover amount for **specified fractures and conditions** for a minimum payment period of 1, 2, or 3 months. If the claimant has a condition on our Guaranteed Minimum Period list:

- Benefits are guaranteed for a specified period of time
- No requirement to prove loss of income or undergo detailed claim assessment up-front
- A pay-out will be made as soon as we receive confirmation of diagnosis

Guaranteed Sickness Payment (only applies to primary waiting period)

Restrictions are often placed on minor infections for Income Protection policies. At FMI, we know that a minor infection can have a serious effect on a person's ability to work and treat these as valid claims.

If the claimant has a minor infection, a doctor's note booking them off work for more than 7 days will result in a guaranteed benefit pay-out.

If the infection lasts longer than 14 days, we will re-assess the claim against our standard Occupational Disability definition.

Standard disability claim

We believe the best way to assess the majority of disability claims is under our **Occupational Disability definition**. This means we assess the individual's ability to perform their stated duties and pay accordingly.

Partial disability claim

For partial disabilities, the pay-out will be determined on a **'percentage of disability' basis**. We will determine the percentage of their occupation that the claimant is unable to perform due to their disability and pay accordingly.

Other ways to assess claims

Sometimes an occupational assessment can be subjective or the benefits paid out on this basis may not match the actual loss of income suffered. In this case, the claimant might choose to have their claim assessed under our new **Loss of Income** or **Functional Impairment** underpins.

Loss of Income underpin

- Can be used when the percentage of disability basis does not cover the actual loss of income
- Assesses the degree of disability based on the loss of income suffered and determines what percentage of the cover amount will be paid out
- Claims can be assessed on a **loss of income at ANY stage during the claim or within 30 days of the claim closing**
- Helps to ensure the highest possible pay-out is received

Functional Impairment underpin

- Can be used if the claimant's condition meets a set of defined medical criteria
- Specifies an objective medical severity and a pay-out percentage for each listed condition
- Removes any subjectivity involved in evaluating the claim on an occupational basis
- **Does not require proof of loss of income**

Smooth and Swift from Application to Claim

As experts in Income Protection, we know a disability event can be stressful. That's why we are constantly refining our business processes.

Application choices include:

- A paper application (print or email version for easy submission)
- An electronic application (routed directly to our Underwriting department) or...
- **NO application form!** Advisers only have to complete the Quote and Declaration and our qualified underwriters will do the rest!

If you need to claim, we make the process as simple as possible:

- You can claim online or telephonically. Our online forms mean easy submission while a tele-interview allows you to discuss your claim with the assessor.
- We will pay for and organise the completion of a **FMI-specific medical claim form**, a process designed to save you time and money.
- A **dedicated Service Consultant** tracks outstanding claims twice a week and will keep you informed on the progress of your claim.
- Fast pay-outs: We understand that self-employed people often do not have sick leave pay and tend to run cash-based businesses. We offer our self-employed clients a **7 day waiting period and bi-weekly payments** to ensure they receive quick pay-outs.

Claims certainty

We sustain people financially when they need us most.

For more information, please contact your financial adviser or our FMI Financial Adviser Distribution Team on 0860 10 52 08, sales@fmi.co.za or www.fmi.co.za

Underwritten by Lombard Life Ltd. FMI is an authorised Financial Services Provider FSP 2717


FMITM
Income Protection Specialists