

Income Protection For every life stage

Family fun

Established families with older children

Income Protection will protect future expenditure needs

The established family segment are aged 35-55 and have teenage children. They tend to own their own home and have sound investments. Their disposable cash is limited due to their children's expenses, however they are experiencing more free time away from their children and enjoy spending money on cars and holidays. They are all too aware of the importance of their health.

Case study:

Peter (54) and Jill (49) have been married for 20 years and have three children in high school. Peter and Jill have a joint income of \$370,000 per annum.

Peter and Jill's Financial planner assessed their insurance needs and Peter took out Term Life and TPD insurance and both took Income Protection. Over the proceeding years Peter's income increased and they were able to reduce their mortgage significantly and also invest extra in their superannuation and other investments.

Peter's Income Protection policy provided him with \$15,625 per month benefit.

On a routine check up Peter's doctor advised Peter to undertake a prostate test. Peter was diagnosed with early stage T1(a) prostate cancer and had surgery immediately.

Good news for Peter though, following successful surgery Peter's doctor gave him the all clear. He was however, required to undertake some further treatment and his instructed that Peter take a good 9-12 months to receive treatment and recover.

Peter was able to draw on his Income Protection policy to ensure that he was able to continue to meet the financial commitments including the remaining mortgage as well as significant education costs for the children and their retirement income was not effected.

What are the chances?

Australians aged between 30 and 64 have a 1 in 3 chance of suffering a major medical illness (e.g. cancer, heart disease). *Source : General Cologne Life re Australian 2002.*

Income Protection recommendation:

At this life stage, income funds the lifestyle of the whole family as well going towards savings for future adventures and retirement.

- Mortgage
- Bills
- Education
- Superannuation
- Investments
- Vacations and cars

Income Protection will provide another income source in case they are unfortunate enough to be affected by sickness or injury. For an individual who earns \$250,000, we recommend a protection plan with benefit payments close to \$15,700 per month, with benefit payments to age 65.