

TODAY'S TOPIC

# As your life changes so should your insurance

Thank you for joining us.  
We will commence shortly



## IMPORTANT NOTICE

This presentation contains factual information and general advice only, including information about financial products. It has been prepared without taking into account your objectives, financial situation and needs. You should consider whether it is appropriate having regard to your personal circumstances before making any financial decisions.

If you are not a TelstraSuper member, we cannot offer, request or invite you to purchase a financial product after this session, without your prior consent. We can, however, provide you with factual information about the benefits and features of the different superannuation products that TelstraSuper has available. If you are considering acquiring a financial product, you should obtain the relevant product disclosure statement before making a decision. Any taxation information in the presentation is factual information only. If you require taxation advice you should consult your accountant or tax adviser.

If you would like to find out more information about TelstraSuper's products, please contact us by email at [contact@telstrasuper.com.au](mailto:contact@telstrasuper.com.au) or use the Contact Form on the website to make a request about a specific product, and we will arrange for a Member Contact Centre Consultant to call you to discuss that product. Alternatively, you can call our Member Contact Centre Consultants on 1300 033 166 to ask for further information about our products



**IMPORTANCE OF  
INSURANCE**



**INSURANCE IN  
SUPER**



**TELSTRASUPER'S  
INSURANCE OFFERING**



**HOW TELSTRASUPER  
CAN ASSIST**



**QUESTIONS**





# IMPORTANCE OF INSURANCE



# Unfortunately, risk is a part of life

One in 5 Australians experience mental illness every year, and 45% of Australians will be affected by mental illness at some time in their life.

150,782 new cases of cancer were estimated to be diagnosed in 2021.

In 2020, 27,428 Australians experienced a stroke for the first time. This equates to 1 stroke every 19 minutes.

54,000 Australians suffer a heart attack every year and 1 Australian dies from Cardiovascular disease every 12 minutes. Males have a 40% greater risk than females



There are over 25,600 people living with multiple sclerosis in Australia. On average over 10 Australians are diagnosed with MS per week.

Estimated number of new cases of breast cancer diagnosed in 2021 was 20,030 – 164 males and 19,866 females.

In 2021, it is estimated that a male has a 1 in 8 risk of being diagnosed with prostate cancer by the age of 85.



During the 12 months ending December 2021, there were 1,127 road deaths in Australia.

**Source:** [msaustralia.org.au](http://msaustralia.org.au), [canceraustralia.gov.au](http://canceraustralia.gov.au), [bitre.gov.au](http://bitre.gov.au), [Roadsafety.gov.au](http://Roadsafety.gov.au), [Victor Chang Cardiac Research Institute](http://Victor Chang Cardiac Research Institute), [strokefoundation.org.au](http://strokefoundation.org.au), [betterhealth.vic.gov.au](http://betterhealth.vic.gov.au). Facts updated January 2022.

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# Understanding what is right for you

As you travel through life, the protection you need is likely to change. Understand your present needs and make sure you have both the right sort and right level of cover.



Just starting out in the workforce and saving for your first car and home



Meeting your partner and buying your first home. Making the decision to have children and raise a family. Thinking about education costs and holidays



Having the ability to assist adult children with weddings, home deposits and grandchildren



Enjoying your retirement and empty nest years. Being able to focus on travelling, perhaps downsizing and legacy.

Source: [www.bt.com.au/personal/insurance/learn/understanding-insurance/selecting-the-right-insurance.html](http://www.bt.com.au/personal/insurance/learn/understanding-insurance/selecting-the-right-insurance.html)

# Reasons insurance matters



- Protection for you and your family
- Reduce stress during difficult times
- To enjoy financial security
- Peace of mind
- A legacy to leave behind

## Think about how you'd pay your:

- Mortgage
- Rent
- Car repayments
- Bills
- Credit card
- Kid's school fees

What if you needed full-time care or had to renovate your home to cater for a disability or buy a specially designed car?





**INSURANCE IN  
SUPER**





# Insurance considerations



## Advantages

- ✓ Automatic acceptance of cover
- ✓ Group Life premiums
- ✓ Life events cover
- ✓ Premiums can be paid with pre-tax income
- ✓ Cash flow advantages

Source: [www.canstar.com.au/superannuation/insurance-through-super-yes-or-no/](http://www.canstar.com.au/superannuation/insurance-through-super-yes-or-no/)



## Considerations

- ✗ Types of cover may be limited
- ✗ Possible age restrictions for continuing cover
- ✗ Premiums can reduce your super balance
- ✗ Contribution caps
- ✗ Beneficiaries

# Insurance cover available



## Death Cover



## Terminal Illness Benefit



## Total & Permanent Disability Cover (TPD)



## Income Protection Cover



## Trauma Cover

Inside and outside super

Outside super

Provides a lump sum for your dependents or your legal personal representative in the event of your death.

Pays a lump sum if you're diagnosed with a terminal illness and the insurer is satisfied, on medical or other evidence, that the illness, despite reasonable medical treatment, will lead to your death within 24 months of the date of the certification. This is an advance on the death benefit.

Pays a lump sum if you become totally and permanently disabled and unable to work due to sickness or an accident.

Provides a monthly income protection benefit plus a monthly super contribution if you're partially disabled or totally disabled and are unable to work due to sickness or accident.

Trauma insurance cover or critical illness insurance provides a lump sum to cover immediate medical expenses and other financial needs when a specified critical illness or injury occurs.

**Lump sum**

**Lump sum**

**Lump sum**

**Monthly income**

**Lump sum**

# Putting Members' Interests First (PMIF)



PMIF stands for **Putting Members' Interests First**

This legislation was introduced 1 April 2020 to protect the retirement savings of members by ensuring they're not paying for insurance cover they may not need or want.

Following these changes, insurance will be provided on an 'opt-in' basis for the insurance a member pays for themselves for:

- ✔ New and transferring members whose account balance is under \$6,000; or
- ✔ New and transferring members who are under age 25 from 1 December 2019.



# Who can receive your death benefit?

Your eligible dependents are:



## Binding nomination

A valid binding death benefit nomination gives you certainty about who will receive your benefit in the event of your death and means TelstraSuper must pay your death benefit to the beneficiaries nominated in the proportion set out in the nomination. To be valid and in effect, the binding nomination must meet all the superannuation law requirements.

## Non-Binding nomination

A non-binding nomination is not binding on the Trustee of TelstraSuper. The Trustee will take your nomination into consideration when determining to whom to pay your death benefit.



# TELSTRASUPER'S INSURANCE OFFERING



# TelstraSuper Corporate Plus default insurance



## Automatic default Death & TPD cover<sup>#^</sup>



## Default Income Protection<sup>^</sup>

Your Income Protection benefit payment will be up to **75% of your salary** with an additional **10% paid into your super fund**

If you're a TelstraSuper Corporate Plus member, your default insurance cover is for Death & TPD insurance. This is generally paid for by your employer as an employee benefit <sup>°</sup>

<sup>#</sup> If you are aged under 25 or have an account balance that is less than \$6,000 you must opt in within 120 days of commencing employment to receive member paid insurance cover subject to 'At Work' requirements. If cover is required 120 days after joining the fund, you will need to apply and be assessed by our insurer.

<sup>\*</sup>Death & TPD default cover is calculated based on a salary of \$80,000 p.a.

<sup>^</sup> To be eligible for default cover in TelstraSuper Corporate Plus, you must join TelstraSuper within 120 days of commencing employment otherwise all cover is subject to application and acceptance. Income protection is not available to casual employees.

<sup>°</sup> For many permanent full-time and part-time TelstraSuper Corporate Plus members, your Default Death & TPD Cover is currently paid by your Employer, as an employee benefit, except for employees of Sensis (new employees from 1 July 2014), 1300 Australia, Chief Entertainment and Telstra SNP Monitoring, Telstra Health and Telstra Purple (new employees from 1 June 2019) where premiums will be deducted from your account quarterly in arrears or on withdrawal if you leave TelstraSuper Corporate Plus. It also excludes members who don't have their Superannuation Guarantee (SG) contributions paid to TelstraSuper. As a casual employee, if you satisfy the Default Cover Conditions, you will receive an age-based level of Default Death & TPD Cover, however the premiums are not paid for by your employer. Refer to the relevant Product Disclosure Statement and TelstraSuper insurance guide dated 1 July 2021 for full terms and conditions.



# Income protection case study

## How income protection can help you get back on your feet

Jack is a TelstraSuper Corporate Plus member who opted-in to receive member paid Income Protection cover when he joined the Fund. Jack is 26 years old, a permanent full-time employee and has a salary of \$42,000 (excluding super).

Jack loves the outdoors and regularly goes rock climbing. Unfortunately, one weekend while climbing, Jack falls and seriously injures his back. After an initial hospital stay of 2 months, Jack's doctor informs him he will need four months of in-hospital rehabilitation and a further nine months at home recuperating, before he can safely resume work.

**Jack immediately submits an Income Protection claim.**



# Income protection case study

## Jack's benefit is calculated as follows:

### Annual income protection benefit

= Salary (excluding super) x 75%  
= \$42,000 x 75%  
= \$31,500

### Monthly Income Protection benefit

= \$31,500 ÷ 12  
= \$2,625 per month

### Annual superannuation contribution

= Salary (excluding super) x 10%  
= \$42,000 x 10%  
= \$4,200

### Monthly superannuation contribution

= \$4,200 ÷ 12  
= \$350 per month

Jack is advised that his claim has been accepted and monthly payments will commence after the 90 day Waiting Period, when he will receive \$2,625 per month (before tax) from his Income Protection insurance, plus an additional \$350 paid into his super account. This covers Jack's living expenses, allowing him to focus on his recovery.

# Life Events cover



If you've recently gone through a Life Event, you may be eligible to increase your Death and Total and Permanent Disablement (TPD) insurance cover without supplying medical information. Life Events are changes that may impact your personal or financial situation.

## Examples of a Life Event

- ✓ Birth or adoption of a child;
- ✓ Marriage or divorce;
- ✓ A new mortgage for the purchase or construction of a home or investment property;
- ✓ Financing a renovation to your home or investment property with a minimum cost of \$30,000;
- ✓ Child starting primary or secondary school; or
- ✓ 30th, 35th, 40th and 45th birthdays.

Existing sum insured (including Default & Voluntary)	Maximum additional insurance (Voluntary)
Up to \$100,000	\$25,000
\$100,001 up to \$200,000	\$75,000
\$200,001 up to \$300,000	\$100,000
\$300,001 up to \$400,000	\$125,000
\$400,001 up to \$500,000	\$150,000
Over \$500,000	\$250,000

Please note, conditions apply. For information regarding Life Events cover, please refer to the relevant TelstraSuper Product Disclosure Statement (PDS) dated 1 July 2021 and Insurance Guide dated 1 July 2021 for full terms and conditions.



# Insurance ancillary benefits

Through our insurer MLC Life Insurance, TelstraSuper members who have insurance have access to innovative programs and services to support their health and wellbeing.

- ✔ Best Doctors Service
- ✔ Mental Health Navigator
- ✔ Pre-Claim Early Engagement Service
- ✔ CancerAid Health Coach Program



### Need help with insurance cover?

TelstraSuper Financial Planning has a team of phone-based Advisers who can help you work out how much insurance you need. If you'd like to discuss your insurance, you can contact us on 1300 033 166 or fill in our online contact form. There's no additional charge for our phone-based service as this is included in your TelstraSuper membership. Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705. TSFP is wholly owned by TelstraSuper Pty Ltd (TSPL) in its capacity as trustee for the Telstra Superannuation Scheme (TelstraSuper).

# Member paid insurance premium rebate



- ✔ Members who pay for insurance premiums from their account for any type of insurance cover will be eligible for the 15% Tax Rebate on the amount of premium that has been paid.
- ✔ This initiative has commenced for member paid insurance premiums deducted from 1 July 2021.
- ✔ The rebate will be itemised in the transaction listing at the applicable dates on periodic Member Statements, Exit Statements and Quotes and on SuperOnline.

Source: [www.telstrasuper.com.au/campaigns/retirement-destination/building-a-better-future](http://www.telstrasuper.com.au/campaigns/retirement-destination/building-a-better-future)



## HOW TELSTRASUPER CAN ASSIST

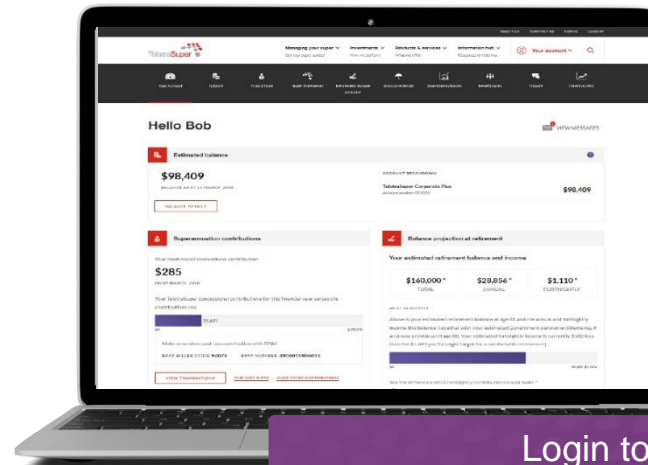




# Keeping in touch with your super



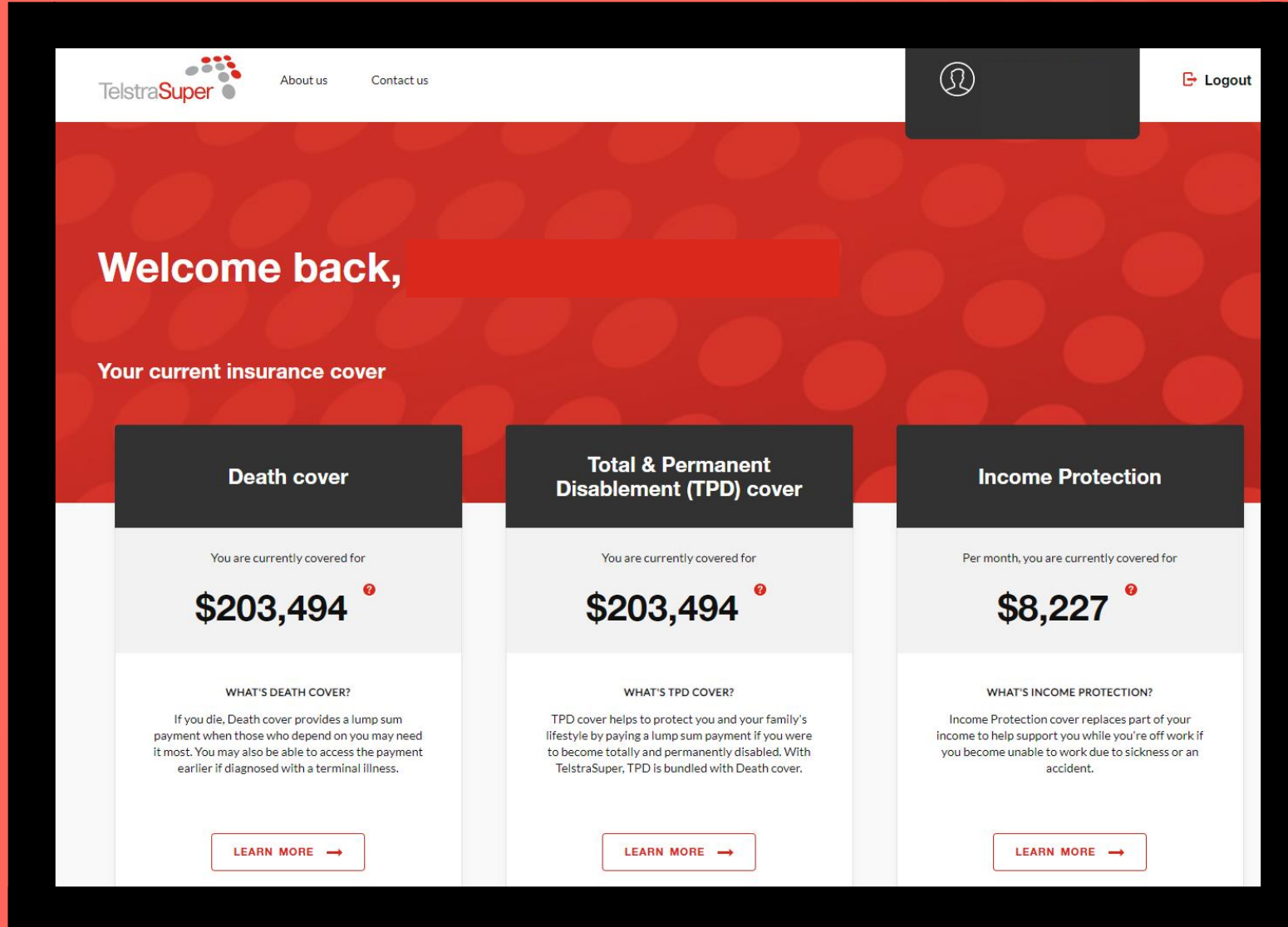
- ✓ Update your email address and personal details
- ✓ Check your account balance
- ✓ Review your insurance cover
- ✓ View your nominated beneficiaries and make a non-binding nomination
- ✓ Review your investment options and investment returns
- ✓ Keep track of pre-tax contributions against the concessional contributions cap
- ✓ Review benefit statements
- ✓ View latest contributions and transactions



Login to SuperOnline at [telstrasuper.com.au](https://telstrasuper.com.au)



# Insurance portal

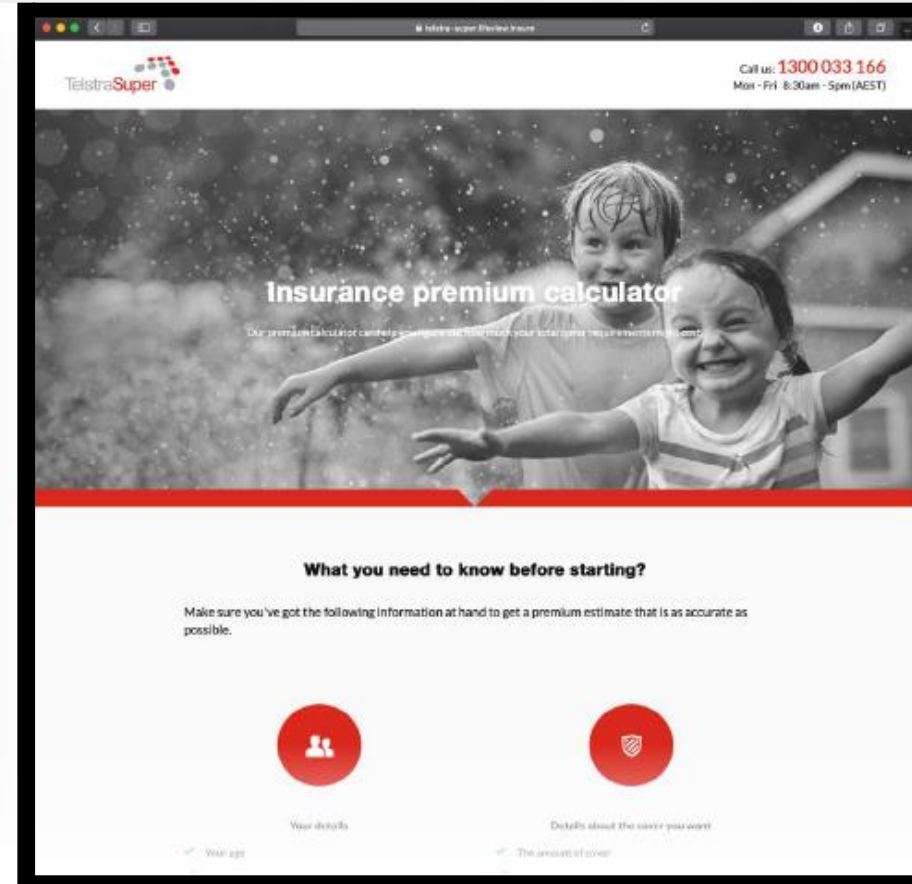
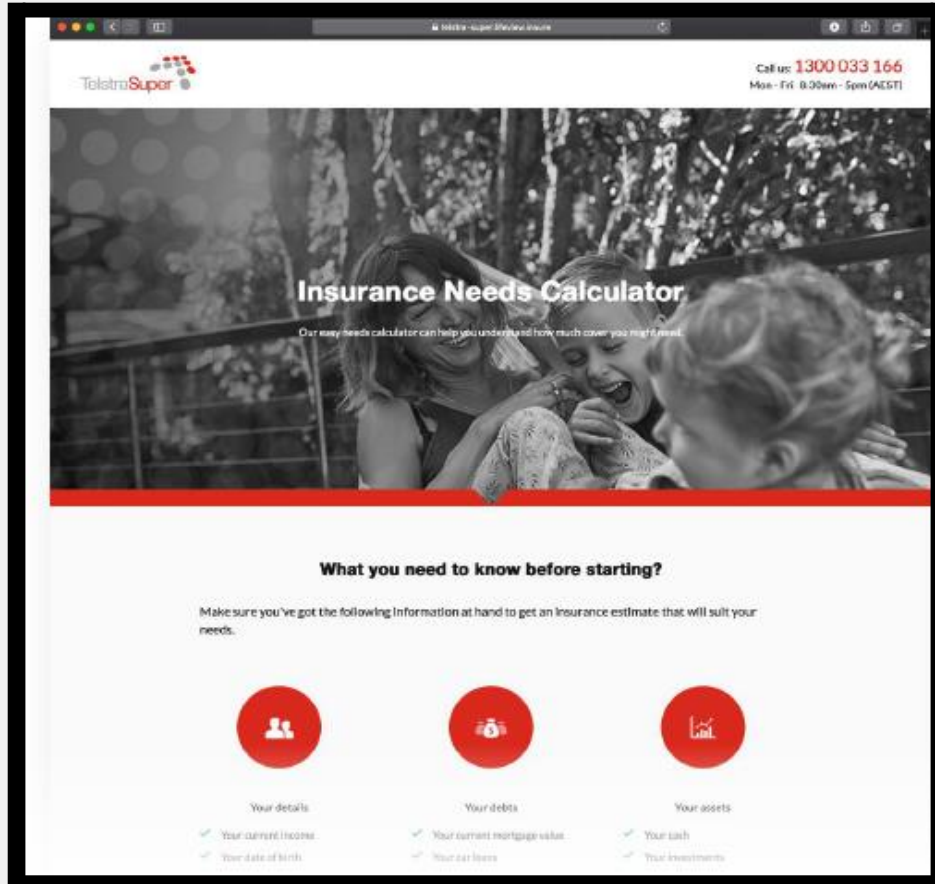


The screenshot shows the TelstraSuper insurance portal interface. At the top, there is a navigation bar with the TelstraSuper logo, 'About us', and 'Contact us' links. On the right, there is a user profile icon and a 'Logout' button. The main content area features a large red banner with the text 'Welcome back, [redacted]' and 'Your current insurance cover'. Below this, there are three cards representing different insurance covers:

- Death cover:** You are currently covered for **\$203,494**. A red question mark icon is next to the amount. Below the amount, it asks 'WHAT'S DEATH COVER?' and provides a brief explanation of death cover.
- Total & Permanent Disablement (TPD) cover:** You are currently covered for **\$203,494**. A red question mark icon is next to the amount. Below the amount, it asks 'WHAT'S TPD COVER?' and provides a brief explanation of TPD cover.
- Income Protection:** Per month, you are currently covered for **\$8,227**. A red question mark icon is next to the amount. Below the amount, it asks 'WHAT'S INCOME PROTECTION?' and provides a brief explanation of income protection cover.

Each card has a 'LEARN MORE' button with a right-pointing arrow at the bottom.

# TelstraSuper's insurance calculators



The information on this website about insurance cover is provided to you by Telstra Super Pty Ltd (ABN 86 007 422 522, AFSL 236709) as trustee for the Telstra Superannuation Scheme (ABN 85 502 108 833) (TelstraSuper) and MLC Limited (ABN 90 000 000 402, AFSL 230694) trading as MLC Life Insurance (Insurer). TelstraSuper and MLC Life Insurance collect, use and disclose the personal information you provide through this website in accordance with the TelstraSuper and MLC Life Insurance Privacy Policy and Privacy Collection Statements.

Source: [www.telstra-super.lifeview.insure/calculators/premium](http://www.telstra-super.lifeview.insure/calculators/premium) and [www.telstra-super.lifeview.insure/calculators/needs](http://www.telstra-super.lifeview.insure/calculators/needs)



# Four financial advice services to empower you



## **SUPER** *sorter*

Simple phone advice and info to max your super.



## **STEP** *it up*

Want to take that next step with your super or finances? We'll find you a simple solution.



## **BIG** *picture it*

Let's check out your whole financial situation and make a plan.



## **STAY** *on track*

Ongoing expert coaching on super and wealth. We'll nudge and encourage you, keeping you on track as life changes.



The fund you trust  
with your super, is now  
there for your friends.

**Invite a friend.  
We'll do the rest.**

[telstrasuper.com.au/refer](https://telstrasuper.com.au/refer)



**Competitive  
fees**



**Profits back  
to you**



**Strong long-term  
performance**



**Simple advice  
on your super**



**When we win,  
you win!**



**Responsible  
investors**

# Happy to answer your questions.



**1300 033 166**

8:30am - 5:30pm (Melbourne time) Monday to Friday



**[talkingsense@telstrasuper.com.au](mailto:talkingsense@telstrasuper.com.au)**



**[telstrasuper.com.au](https://telstrasuper.com.au)**



**As a leading profit-to-member fund, TelstraSuper is committed helping our members build a financially secure future.  
As a current TelstraSuper member, you are able to refer friends and family members to join TelstraSuper.**

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