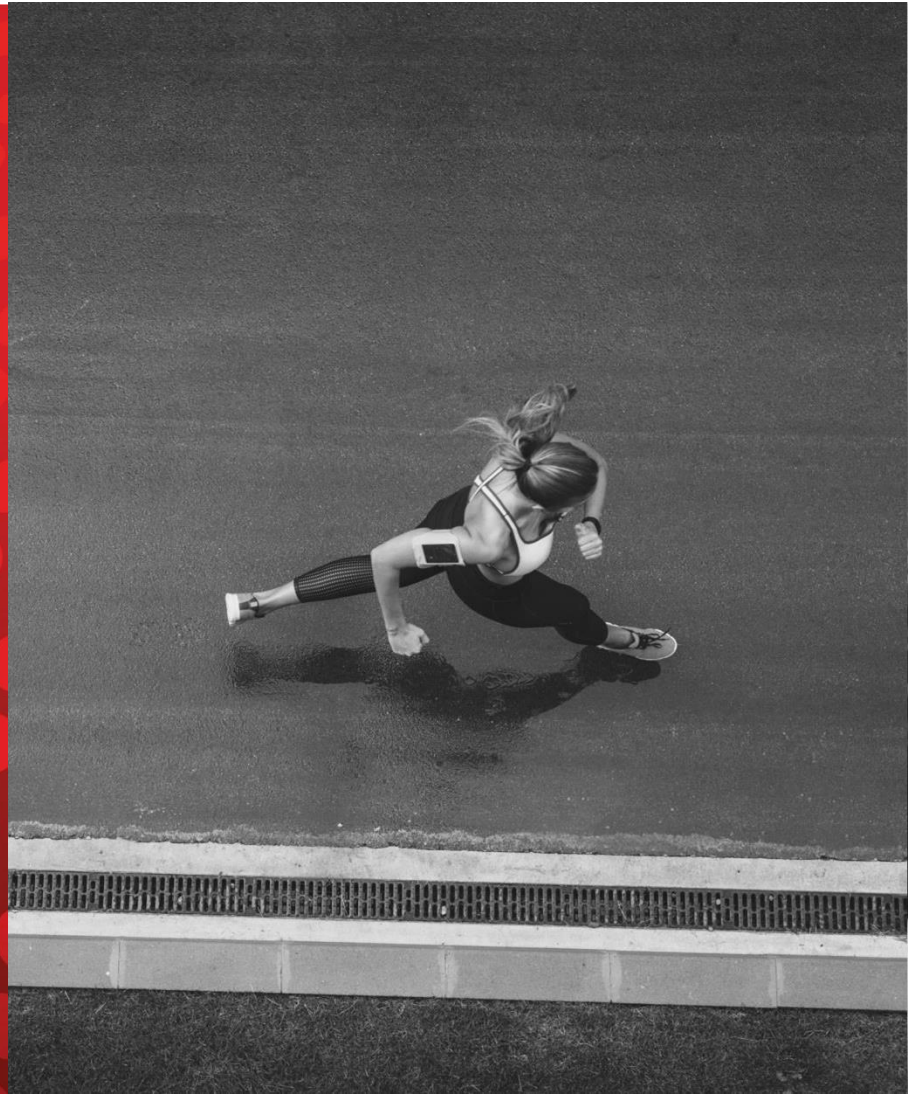


# Building a fit financial future



# Protecting your lifestyle



# Important notice

**Any advice in this presentation 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 considering acquiring a financial product you should obtain the relevant product disclosure statement before making any decision.**

**Any information about taxation in this presentation is factual information or general advice only and does not consider the application or interpretation of any taxation laws to your personal circumstances. If you require taxation advice you should seek advice from a registered tax agent or a registered tax (financial) adviser.**



Protecting your  
lifestyle

TelstraSuper 

# Agenda



What is Insurance



Considerations



What do I insure



TelstraSuper assistance



Insurance in super




Summary


# What is Insurance

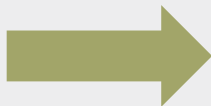


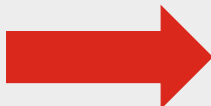
# What is insurance

Provides protection against financial loss when things go wrong:

 Insurance helps pay your expenses or covers your losses when things go wrong.

 You and the insurer agree on what is being insured and how much it is being insured for.

 By paying for insurance, you are 'transferring the risk' of having to pay – if something goes wrong – to the insurer.

 You can only claim on your insurance if the thing that goes wrong is covered in your insurance policy.



# What are the risks



Protecting your lifestyle

TelstraSuper

# Some insurance facts

**60%**

Three in five Australians have life insurance cover, but less than one third protect their income



Australians are considerably more likely to hold life, TPD and income protection insurance through their super than outside of their super

**30%**

Three in ten Australians 'don't need or want' insurance advice



The average Australian without home contents insurance values their household contents at **\$16,763**

Source: Quantum Market Research – Insurance Council of Australia April 2016



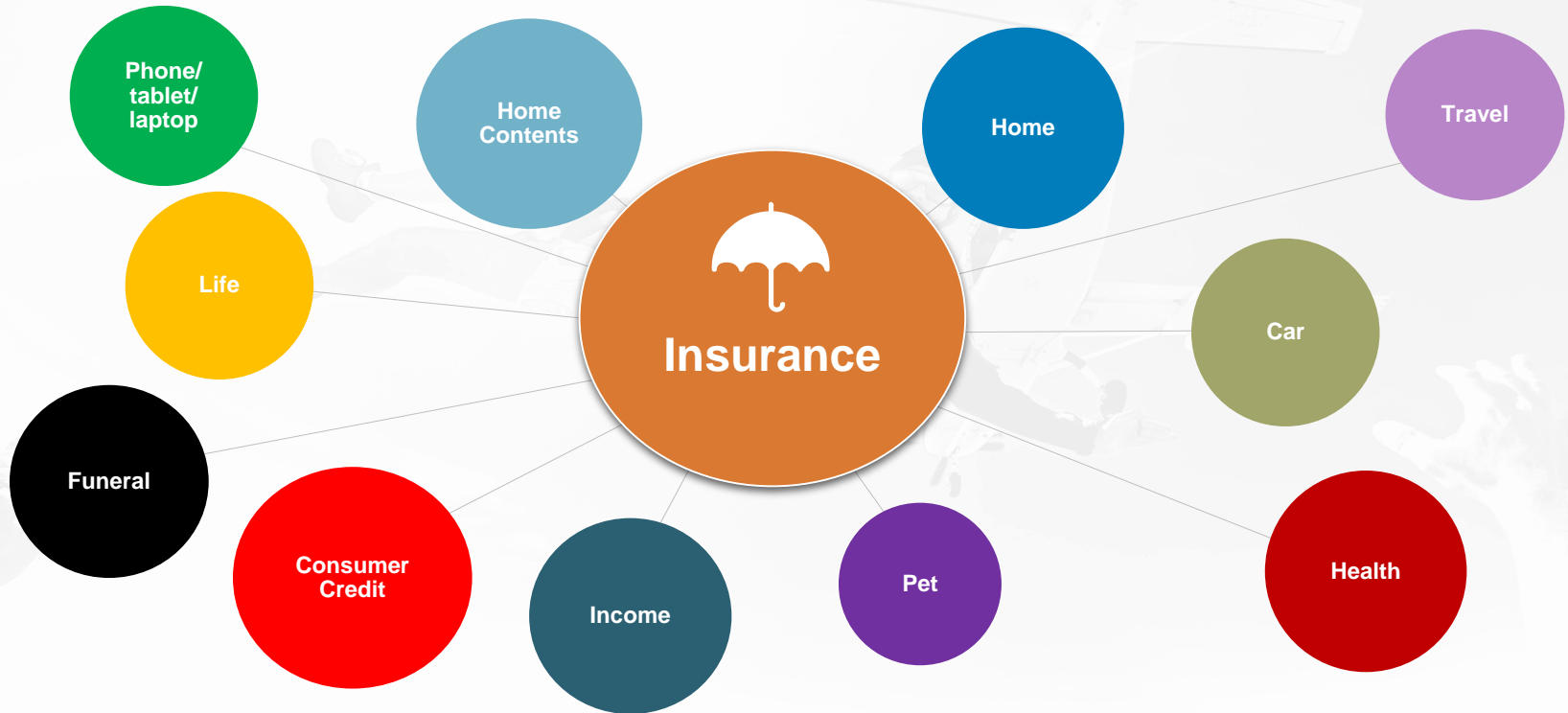
Protecting your  
lifestyle

TelstraSuper



# What do I insure

# Types of insurance



Protecting your  
lifestyle

TelstraSuper

# What do we insure



## Motor Vehicle

Mazda 3 – 2014

circa **\$950 pa**

Source: Budget Direct



## House & Contents

\$300,000 / \$100,000

circa **\$1,200 pa**



## Private Health

Couple aged 30 & 28

circa **\$2,727 pa**



Source: AIA

**Jane**

Income Protection Policy

\$75,000 + Super

90 day wait to age 65

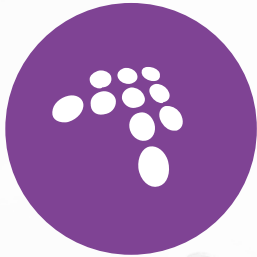
**\$560 pa !!!**



Protecting your  
lifestyle

TelstraSuper

# Personal cover



## Life

Lump sum cover:

- Death
- Total & permanent disability (TPD)
- Trauma



## Income

Monthly income benefit in the event of temporary disability:

- Income protection



## Health

Private health cover:

- Hospital cover
- Extras cover (optical, chiro, physio, dental)



## Travel

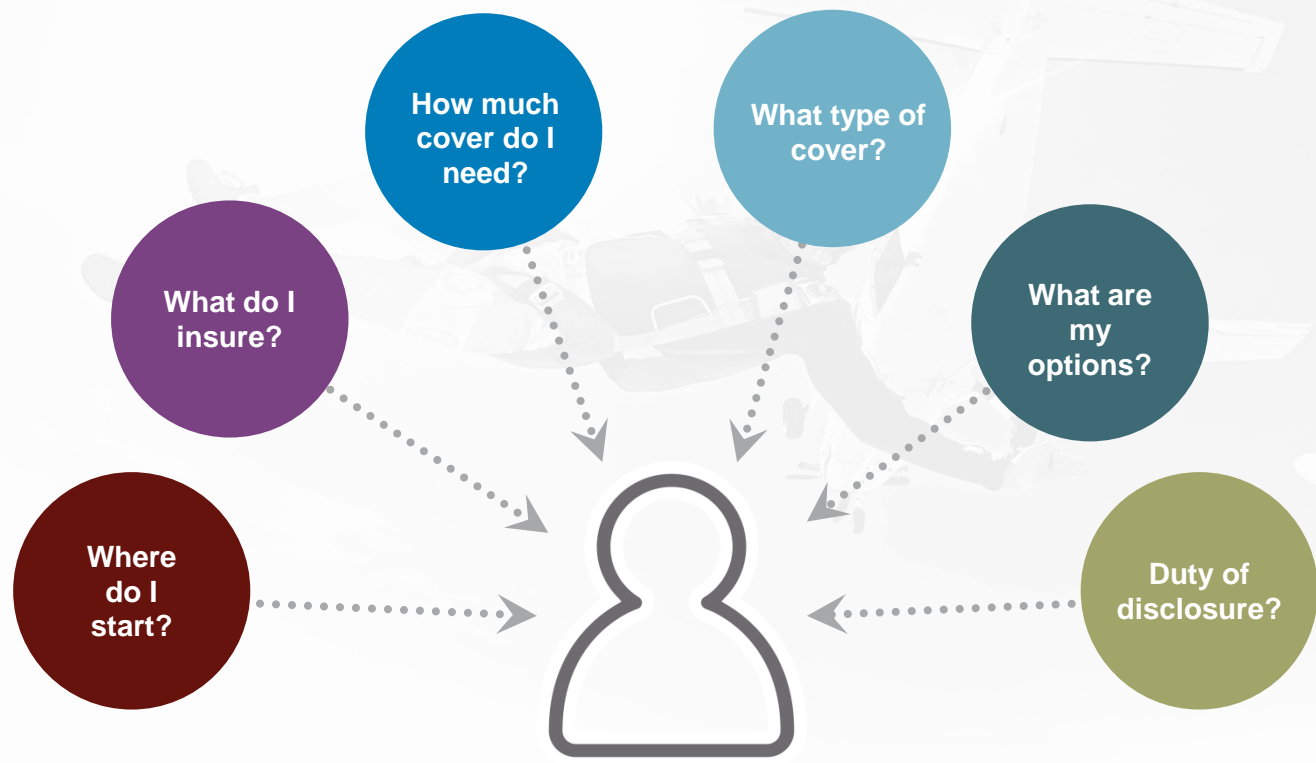
Loss of luggage  
Theft  
Medical expenses  
Disruptions to travel plans



Protecting your lifestyle



# Personal cover



Protecting your lifestyle



# Protecting your personal assets

## House



- Replacement value
- Rebuild or repair costs
- Total replacement cover
- Sum-insured cover

## Contents



- Replacement value
- New for old
- Defined events
- Accidental damage

## Motor Vehicle



- Market or agreed value
- Comprehensive &/or third party
- Excesses
- Finance

## Mobile devices



- Included in contents or separate cover
- Types of cover
- Options



Protecting your  
lifestyle

TelstraSuper

# Insurance in super



# Insurance cover in your super



## Types of cover:

- Life insurance in the event of death
- Total and permanent disability cover
- Income protection



If you're with TelstraSuper, your life insurance and TPD cover is paid for by Telstra

## Benefits of insurance through your super

- Can be cheaper
- Easy to manage

**Beneficiary:**  
Who will receive your super and any insurance payout in the event of your death

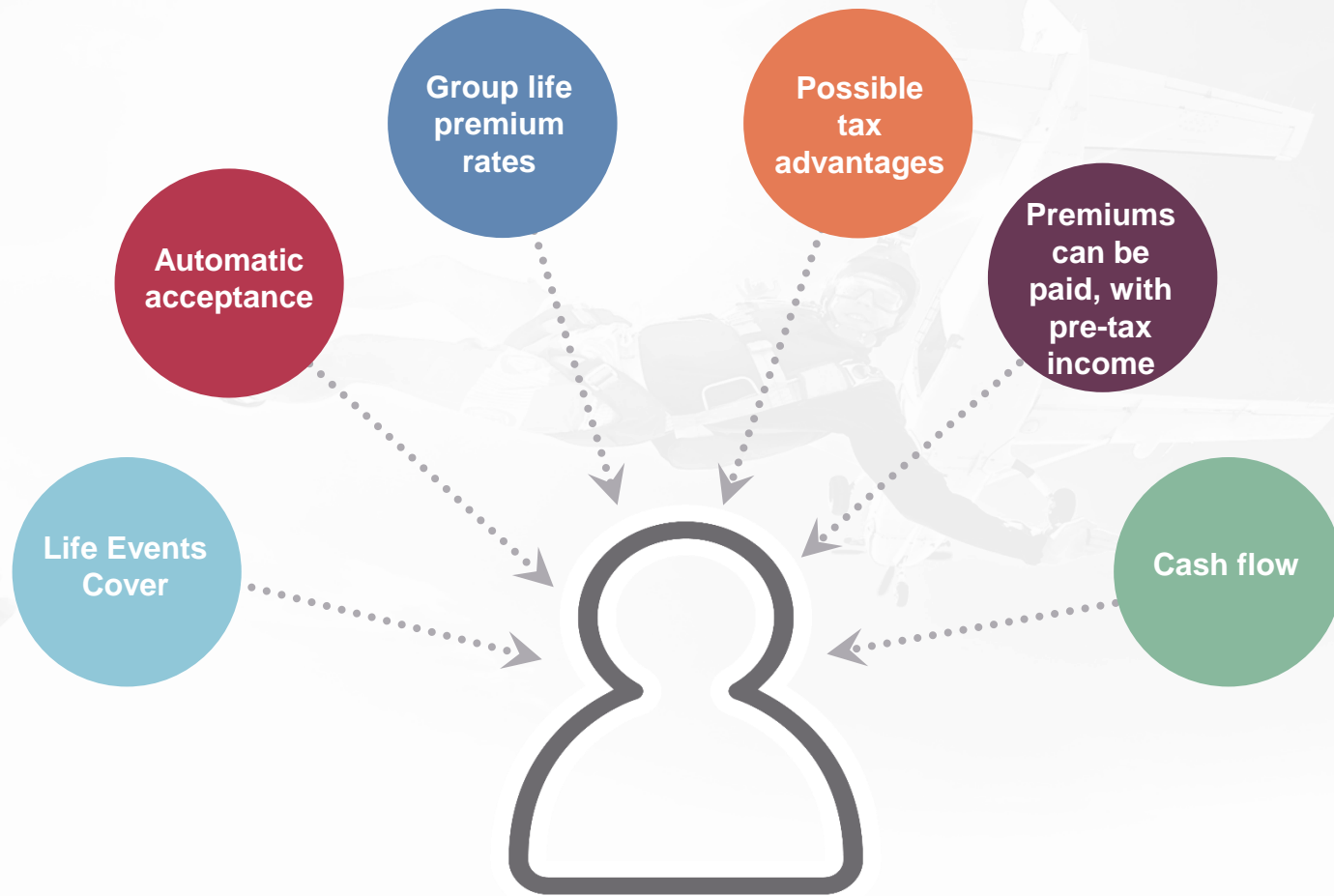


Protecting your lifestyle





# Why hold insurance in your super



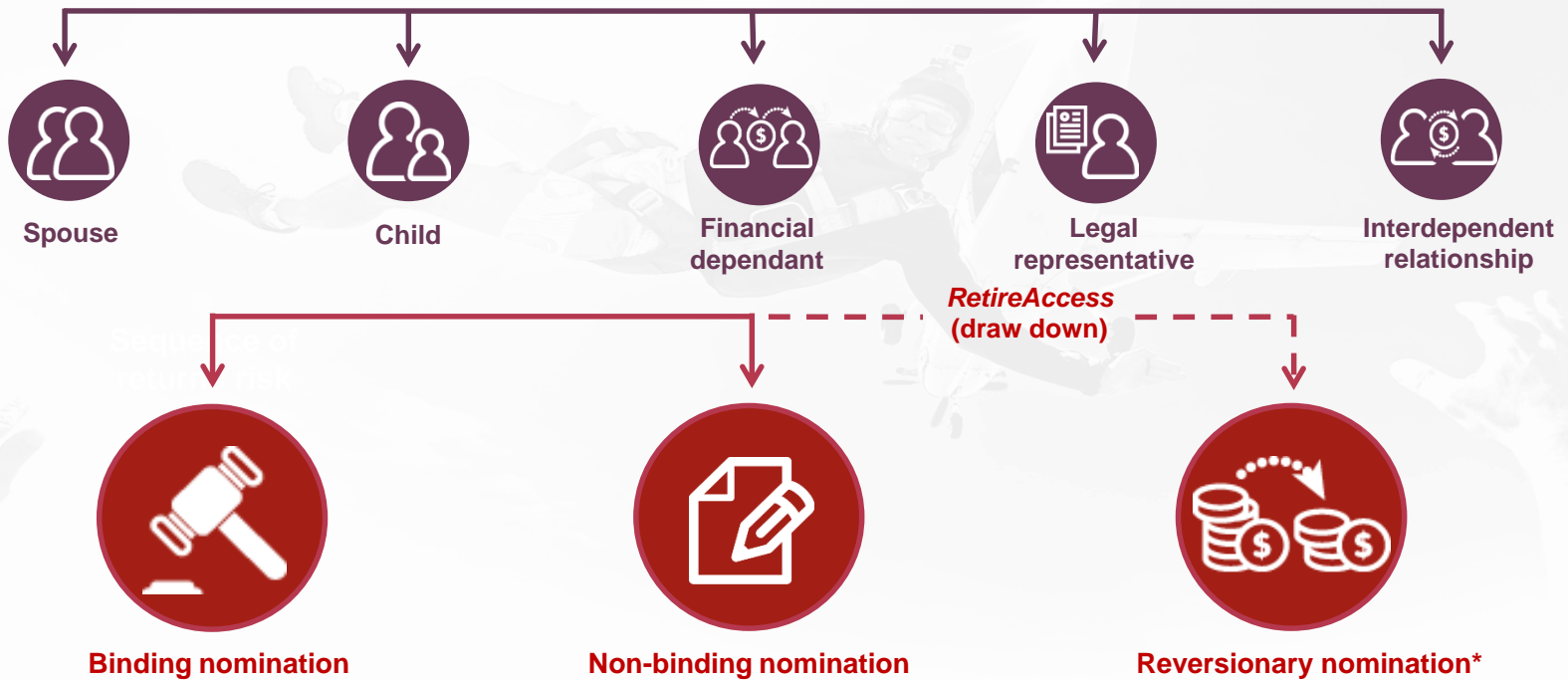
Protecting your lifestyle



# Beneficiaries



Who do you want to get your super & insurance benefit?



\*A death benefit can only be paid as a pension to a child if the child at the time of death is under the age of 18 or is under the age of 25 and financially dependent on you, or has a disability as defined under the *Disability Services Act 1986*.

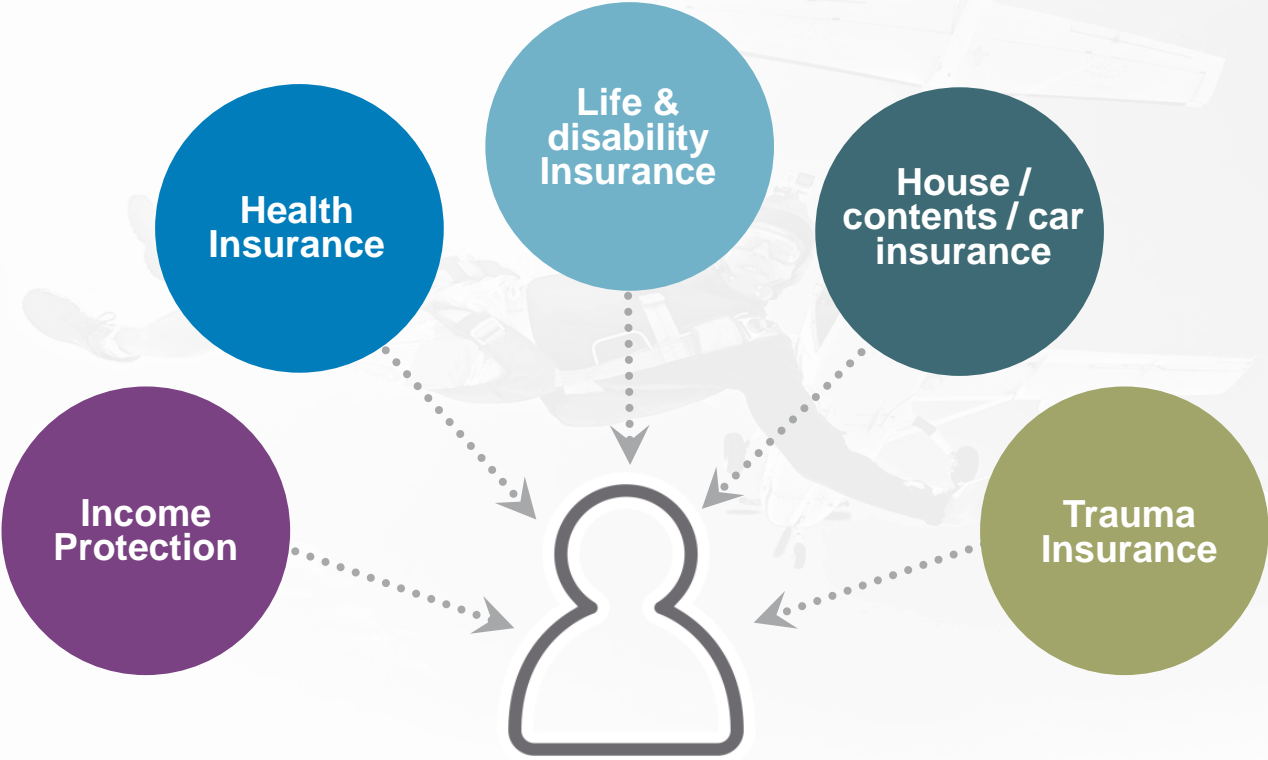


Protecting your lifestyle



# Considerations

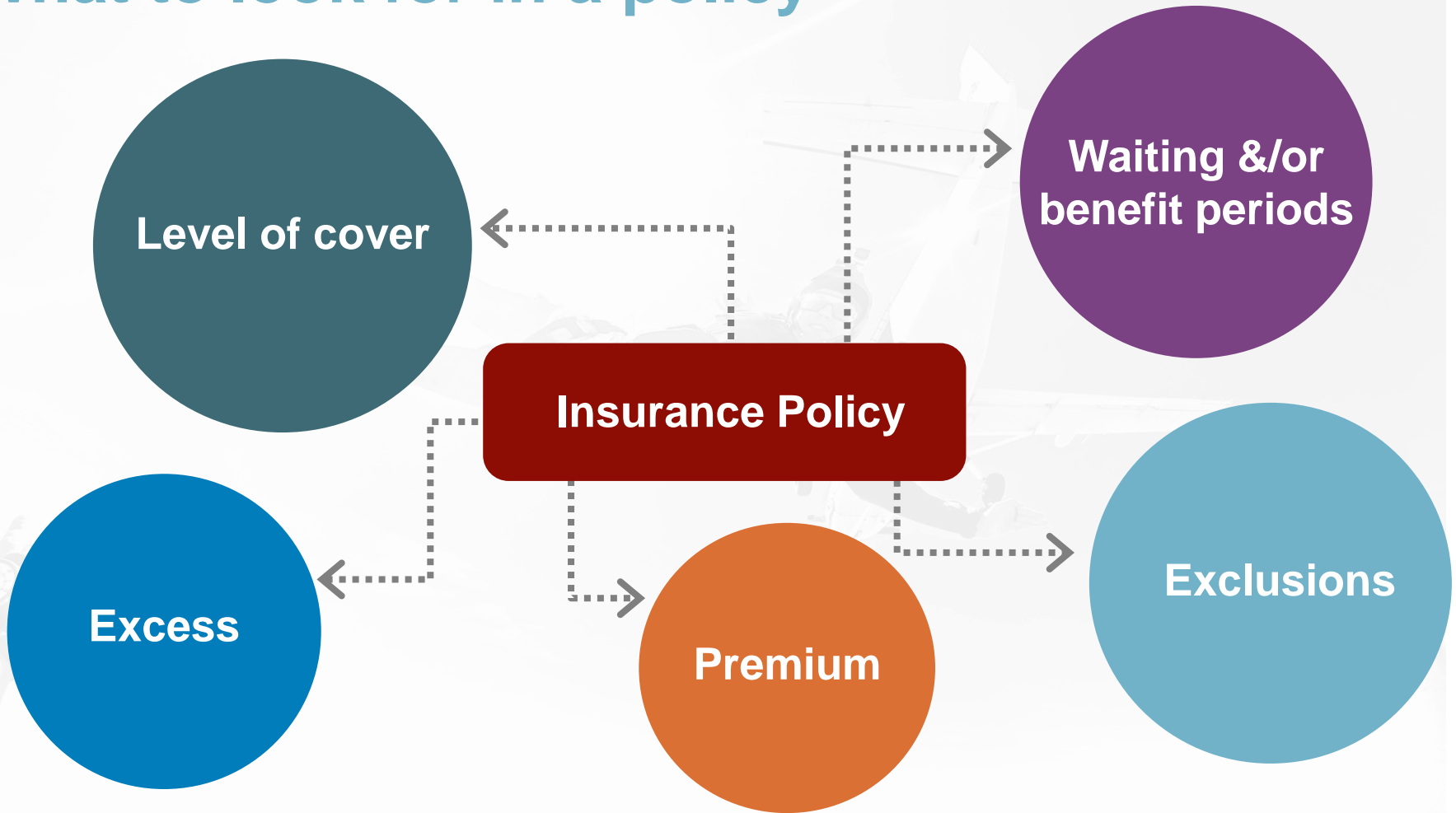
# Getting your cover



Protecting your lifestyle



# What to look for in a policy



Protecting your  
lifestyle

TelstraSuper

# Policy ownership

## Superannuation



- ✓ **Death cover**
- ✓ **Total & Permanent Disablement (TPD)**
- ✓ **Income Protection**

## Personal



- ✓ **Life**
- ✓ **Total & Permanent Disablement (TPD)**
- ✓ **Income Protection**
- ✓ **Trauma**
- ✓ **House, Contents, Car, Health, Travel**



Protecting your  
lifestyle

TelstraSuper

# Renewing insurance



## Review and renew your insurance:

- Check/review your current policy
- Understand what you're covered for
- Determine your needs (level of cover required)
- Acquire the most appropriate cover for your needs



Protecting your lifestyle

TelstraSuper

# TelstraSuper assistance





# Financial advice

If you are a TelstraSuper member you're entitled to general and limited personal advice about your super over the phone at no additional cost.

## TelstraSuper Financial Planning can help you with things like:

- making contributions to your TelstraSuper account
- finding and consolidating your lost super
- taking TelstraSuper to your new job
- making an investment option choice
- reviewing the insurance within your account
- managing your super in the event of redundancy



## Want comprehensive financial advice?

TelstraSuper Financial Planning offer full service financial advice at a competitive fee.



Protecting your  
lifestyle

TelstraSuper 

# Financial advice



Advice  
over the  
phone



- ✓ **No additional cost**
- ✓ Highly qualified financial advisers
- ✓ Walk through your options
- ✓ Receive limited personal advice on super



Advice in person



- ✓ Ongoing or once-off
- ✓ Highly qualified financial advisers
- ✓ Lower cost than the industry average
- ✓ Receive comprehensive personal advice



Protecting your  
lifestyle

TelstraSuper 

# Super online

The screenshot shows the TelstraSuper website interface. At the top, there is a navigation bar with links for 'ABOUT US', 'CONTACT US', 'FORMS', and 'LOGOUT'. Below this is a secondary navigation bar with dropdown menus for 'Managing your super', 'Investments', 'Products & services', 'Information hub', and 'Your account'. A search icon is also present. A dark navigation bar below contains icons for 'Your Account', 'Balance', 'Transactions', 'Super statements', 'Retirement Income projector', 'Insurance details', 'Investment choices', 'Enquire', and 'Direct Access'. The main content area starts with a breadcrumb 'Home > Your Account' and a greeting 'Hello Chris' with a 'VIEW MESSAGES' link. A notification banner reads 'Multiple super accounts? Consolidate and save' with 'READ MORE' and 'REMIND ME LATER' buttons. Below is a 'Welcome to SuperOnline' section with contact information. A 'Contact us' section at the bottom features three columns: 'Call 1300 033 166' with a 'SUBMIT AN ONLINE ENQUIRY' button, 'Member education' with an 'ATTEND AN EVENT' button, and 'Financial advice' with a 'REQUEST AN APPOINTMENT' button.

check your balance

check your insurance

nominate your beneficiaries

review your investment options



Protecting your lifestyle



# Summary

# Insurance review

01

## CALCULATE

Prioritise the insurance(s) you need first. Work out how much cover you need and understand what you can afford.

02

## COVER

Review your current level of cover to determine if it's still adequate.

03

## REVIEW

Get at least 3 quotes. Check the level of cover and other terms such as excess, exclusions or waiting periods.

04

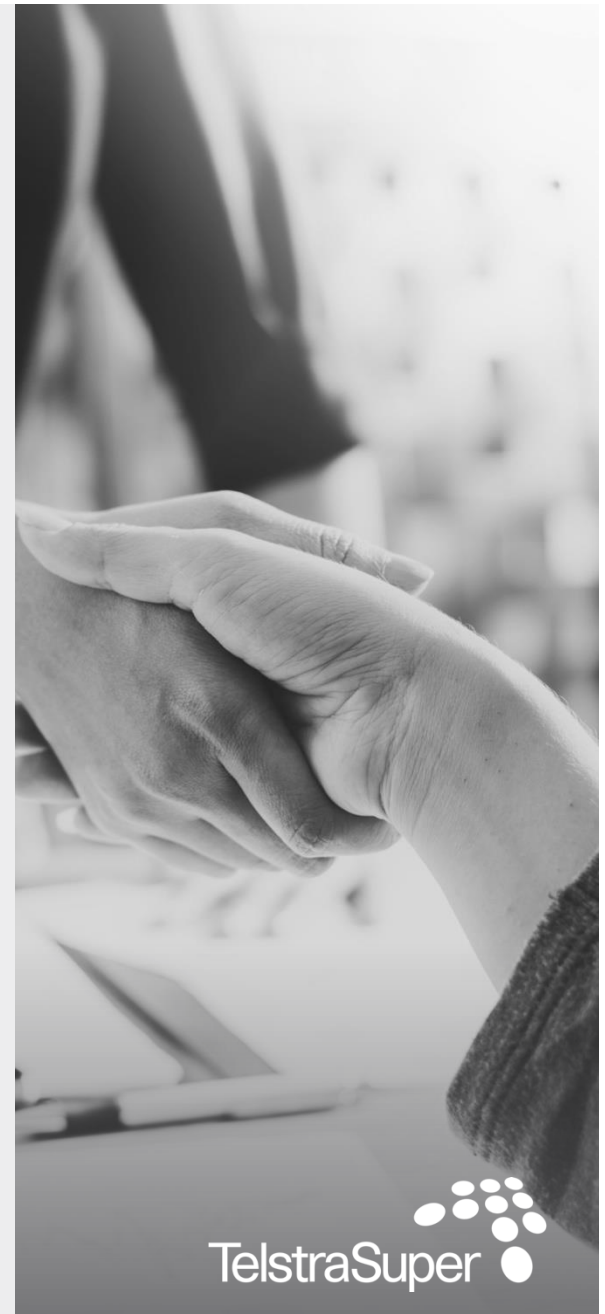
## RENEW

Shop around to save money on premiums and get the best cover.


05

## ADVICE

Get some advice about what cover is right for you and the most appropriate ownership arrangement ie; in super, personal



# Useful tools


 ASIC Moneysmart:  
[www.moneysmart.gov.au/](http://www.moneysmart.gov.au/)


 Understand insurance:  
[www.understandinsurance.com.au/](http://www.understandinsurance.com.au/)

 [www.iselect.com.au/insurance](http://www.iselect.com.au/insurance)

 [www.comparethemarket.com.au](http://www.comparethemarket.com.au)

 [www.finder.com.au/insurance](http://www.finder.com.au/insurance)

 Car Insurance | Compare Policies:  
[www.canstar.com.au/car-insurance/](http://www.canstar.com.au/car-insurance/)


 1300 033 166

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

 [www.telstrasuper.com.au](http://www.telstrasuper.com.au)

# Thank you



 1300 033 166

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

 [www.telstrasuper.com.au](http://www.telstrasuper.com.au)