

TODAY'S TOPIC

# Your super insurance offer

Thank you for joining us.  
We will commence shortly



**“We acknowledge the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their elders past present and emerging and extend that respect to all Aboriginal and Torres Strait Islander peoples today.”**

**Acknowledgement of Country**

## 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 acquire 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 and target market determination 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** 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.



**TELSTRASUPER'S  
INSURANCE OPTIONS**



**INSURANCE CHANGES –  
1 JULY 2023**



**VIVO – HEALTH, WELLNESS  
AND RECOVERY PROGRAM**



**HOW TELSTRASUPER  
CAN ASSIST YOU**



**QUESTIONS**



**TELSTRASUPER'S  
INSURANCE OPTIONS**



# Insurance within super



## Death Cover

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

**Lump sum**



## Terminal Illness Benefit

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.

Lump sum



## Total & Permanent Disability Cover (TPD)

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

**Lump sum**



## Income Protection Cover

Provides a monthly partial replacement income benefit  
Plus, a monthly super contribution to your super account if you're partially disabled or totally disabled and are temporarily unable to work due to sickness or accident.

**Monthly income**

# 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>

# 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.

\*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 may be paid for by your Employer, as an employee benefit, except for employees of Thryv (new employees from 1 July 2014), 1300 Australia, Gravity Media and Sapio Pty Ltd and Telstra Health 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.

For further information refer to the relevant Product Disclosure Statement, Target Market Determination and Guides on TelstraSuper's website at [www.telstrasuper.com.au](http://www.telstrasuper.com.au).

# Life Events cover



Life Events are changes that may impact your personal or financial situation. A Life Event provides an opportunity to review whether your insurance cover still meets your increased financial obligations.

## 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) and Insurance Guide for full terms and conditions.

For further information refer to the relevant Product Disclosure Statement, Target Market Determination and Guides on TelstraSuper's website at [www.telstrasuper.com.au](http://www.telstrasuper.com.au).

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# Who can receive your death benefit?

Your eligible dependants 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.

\* Legal personal representative is the person nominated by you to be the executor of your Will or appointed to distribute your assets according to the laws of the relevant State or Territory.

# Understanding what is right for you

As you travel through life, the insurance protection you need is likely to change. Understand your present needs and make sure you have both the right type 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: <https://www.metlife.com.au/blog/blog-home/insurance/Life-insurance-for-each-stage-of-life/>



**INSURANCE CHANGES -  
1 JULY 2023**



INSURANCE CHANGES – 1 JULY 2023

# Insurance update

We have secured another three years of competitive rates for our Death and Total & Permanent Disablement (TPD) insurance cover.

This means our premium rates are fixed for another three years (except in very limited circumstances\*), but members will maintain the great cover and dedicated customer service that we currently provide.



\*These circumstances include events such as war, legislative or regulatory changes, or significant changes to the TelstraSuper membership as defined by our policy.

Source: [www.telstrasuper.com.au/products-and-services/insurance/insurance2023](http://www.telstrasuper.com.au/products-and-services/insurance/insurance2023)

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# Income Protection (IP) premiums have decreased

Income Protection premium rates have **decreased** between 11.5% and 30%, depending on your gender, age and the type of cover.

Below is an overview of the savings for a sample of ages and gender for members in TelstraSuper Corporate Plus from 1 July 2023. Please note on 1 July 2023, your age for insurance purposes automatically changed to your age as at your next birthday (unless your birthday is 1 July).

Age and gender for TelstraSuper Corporate Plus member	Old Income Protection rate <sup>^</sup>	New Income Protection rate from 1 July 2023 <sup>^</sup>	Saving
30 year old male	\$1.03	\$0.91	<b>11.50%</b>
30 year old female	\$1.84	\$1.63	<b>11.50%</b>
45 year old male	\$2.43	\$2.15	<b>11.50%</b>
45 year old female	\$4.84	\$4.20	<b>13.20%</b>
60 year old male	\$12.81	\$11.34	<b>11.50%</b>
60 year old female	\$18.28	\$12.80	<b>30%</b>

<sup>^</sup>Annual premiums per \$1,000 of income protection cover. The calculations above are based on the default income protection cover of a two-year benefit period and 90 day waiting period, on white collar rates and with no medical loadings for a TelstraSuper Corporate Plus member. It doesn't include the 15% member paid insurance premium rebate.  
Source: [www.telstrasuper.com.au/products-and-services/insurance/insurance2023](http://www.telstrasuper.com.au/products-and-services/insurance/insurance2023)

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**VIVO – HEALTH, WELLNESS  
AND RECOVERY PROGRAM**



## Care for life's journey

### Vivo Wellness

Get proactive with wellness  
to maintain overall health



### Vivo Health

Access medical  
professionals and resources



### Vivo Recovery

Get back on track after injury  
or illness



### Vivo Specialist Care

Support for mental health,  
cancer or pain

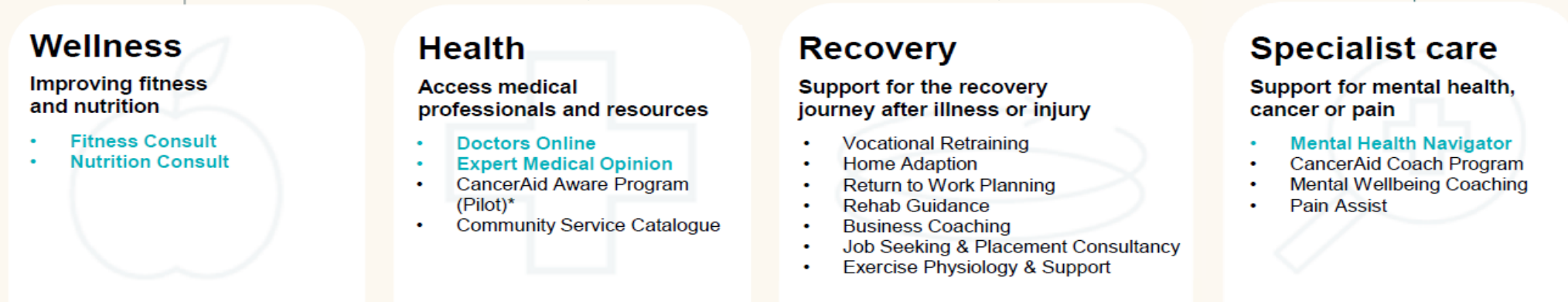


# Care for life's journey

## What can members access?

- ✓ Insured members have access to Vivo's full range of services\*
- ✓ All fund members' and immediate family members also get access to **Vivo Virtual Care**.

Immediate family members include your children (under parental supervision), your partner, your parents and your partner's parents. Access to immediate family members is limited to Vivo Virtual Care services. Mental Health Navigator is only available for those aged 18 years or older.



\*The services that are available for your access depends on and may be limited by arrangements we have with the service providers we have partnered with and/or agreements we have entered into with the owner of the policy (such as the trustee or employer for group insurance policies).



# VIVO – Virtual care



## Doctors Online

Get answers to general non-urgent medical questions from a panel of registered doctors in Australia.



## Expert Medical Opinion

An in-depth review of any physical condition from leading global medical experts, delivering a better understanding of diagnoses and treatment options.



## Mental Health Navigator

Access a discreet, expert clinical review of diagnosis and treatment plans for mental health conditions.



## Fitness Consultant

A video consultation with an Exercise Physiologist who will deliver a fitness plan tailored to goals and lifestyle.



## Nutrition Consult

A video consultation with a Dietician who will deliver a nutrition plan tailored to goals and lifestyle.

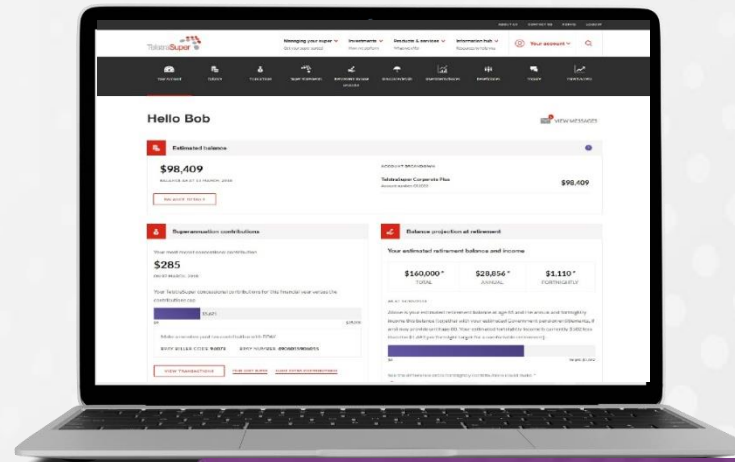


**HOW TELSTRASUPER  
CAN ASSIST YOU**

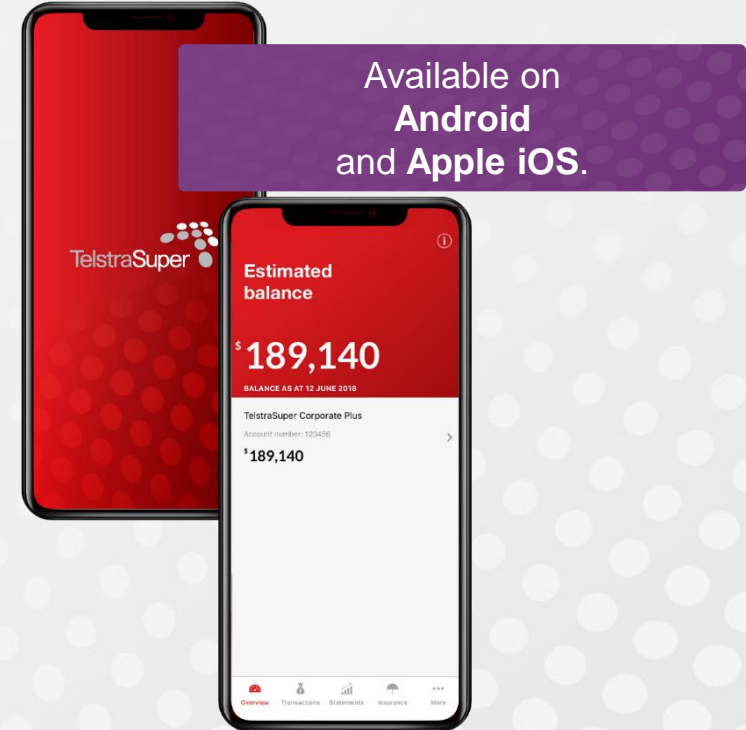


# Keeping in touch with your super

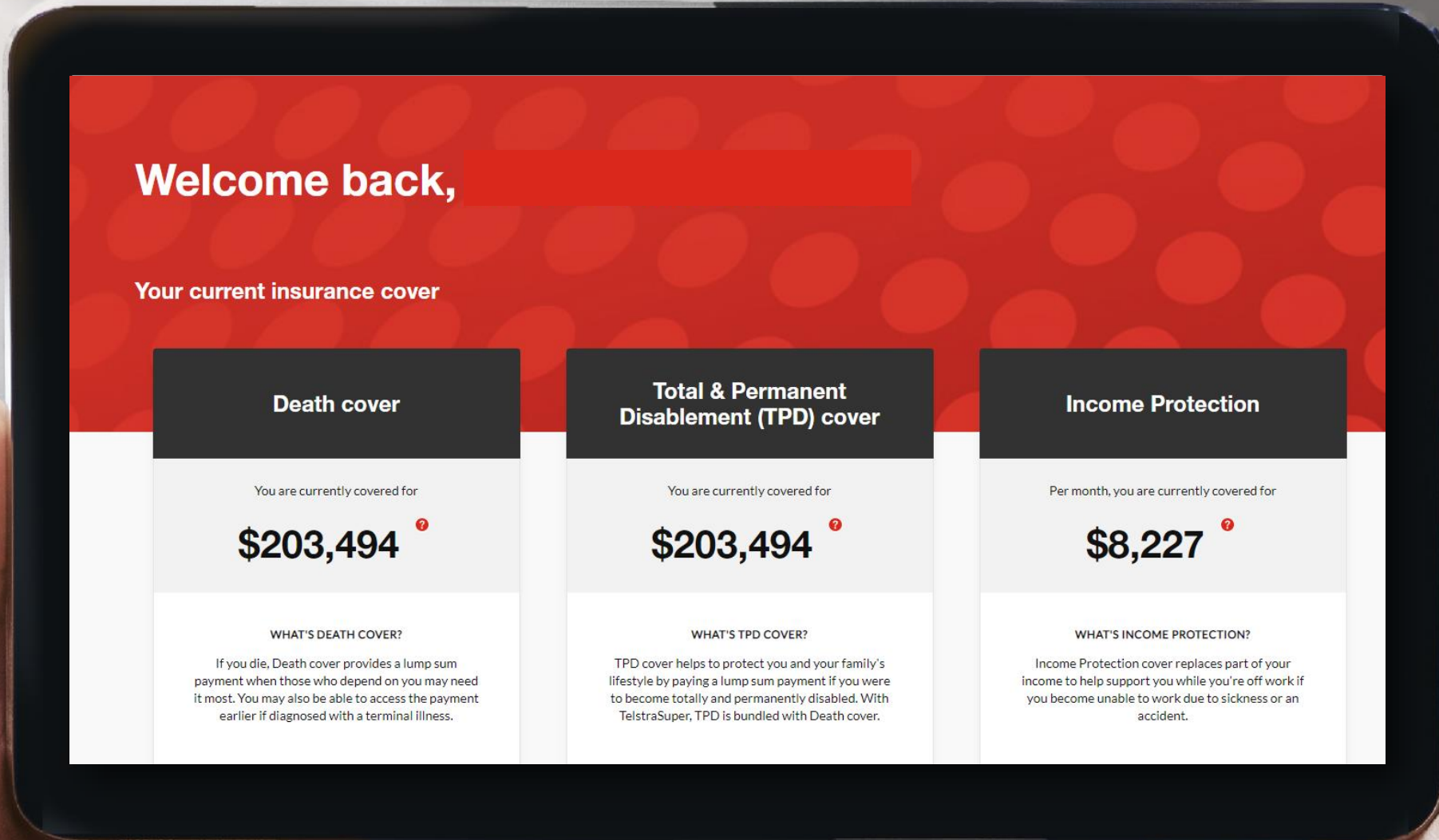
- ✔ Update your email address and personal details
- ✔ Check your account balance
- ✔ Review your insurance cover
- ✔ View your nominated beneficiaries and make a non-binding nomination
- ✔ Review your investment options and investment returns
- ✔ Keep track of pre-tax contributions against the concessional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



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



# Insurance portal

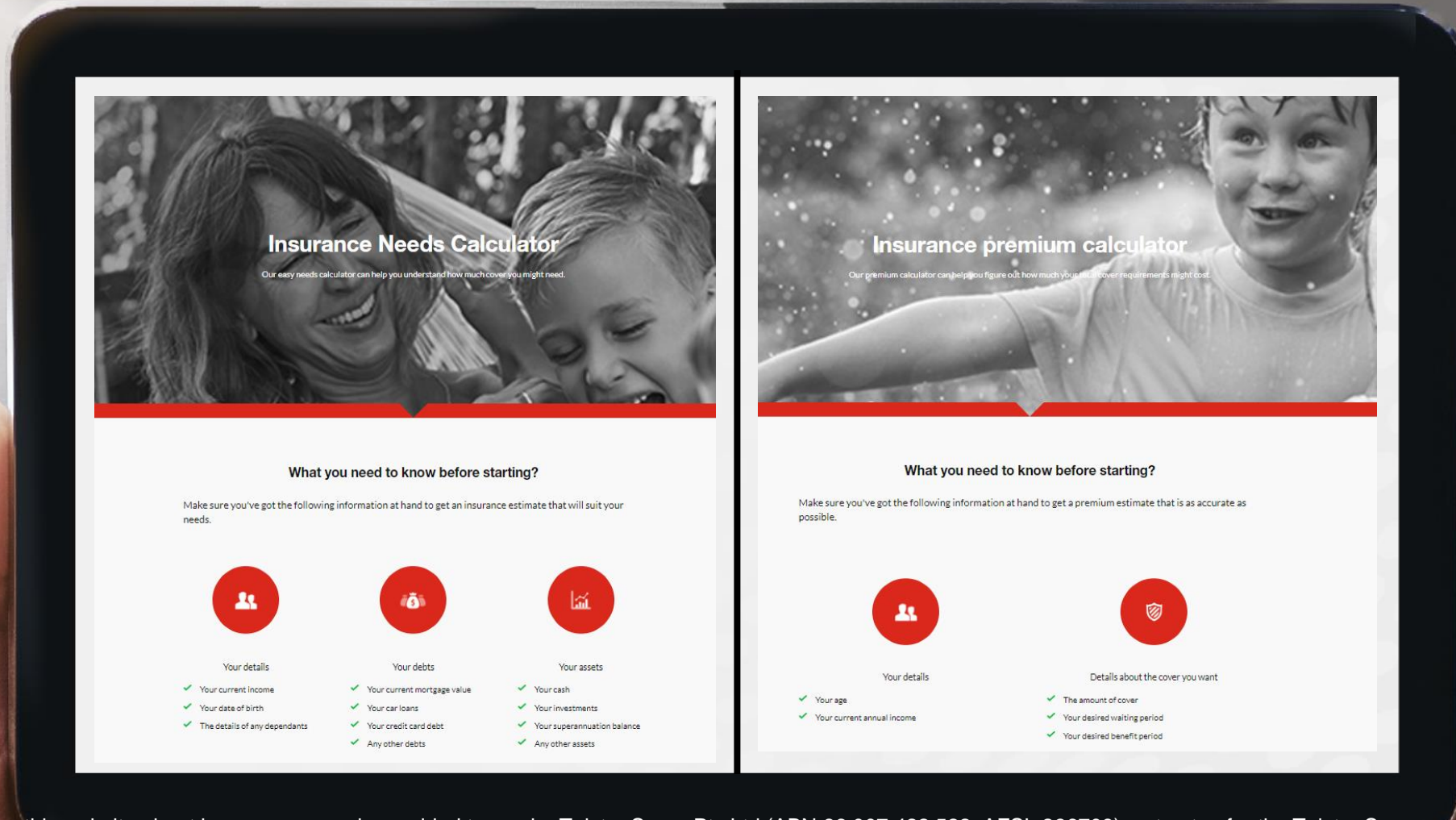


**Welcome back,**

**Your current insurance cover**

Death cover	Total & Permanent Disablement (TPD) cover	Income Protection
You are currently covered for	You are currently covered for	Per month, you are currently covered for
<b>\$203,494</b> <sup>?</sup>	<b>\$203,494</b> <sup>?</sup>	<b>\$8,227</b> <sup>?</sup>
<b>WHAT'S DEATH COVER?</b> If you die, Death cover provides a lump sum payment when those who depend on you may need it most. You may also be able to access the payment earlier if diagnosed with a terminal illness.	<b>WHAT'S TPD COVER?</b> TPD cover helps to protect you and your family's lifestyle by paying a lump sum payment if you were to become totally and permanently disabled. With TelstraSuper, TPD is bundled with Death cover.	<b>WHAT'S INCOME PROTECTION?</b> Income Protection cover replaces part of your income to help support you while you're off work if you become unable to work due to sickness or an accident.

# 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 designed to help you maximise your super.

**No additional cost to members**

Included in membership



## **STEP** *it up*

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

**Low cost Options**

\$500 - \$900 per topic per person  
(+GST if applicable)



## **BIG** *picture it*

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

**One off fee for service**

\$1000 - \$3000  
(+GST if applicable)



## **STAY** *on track*

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

**Annual fee for service**

\$1600<sup>^</sup> pa or \$2100<sup>^</sup> pa  
depending on advice  
(+GST if applicable)

Financial advice is provided by Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705. TSFP is wholly owned by Telstra Super Pty Ltd (TSPL) in its capacity as trustee for the Telstra Superannuation Scheme (TelstraSuper). Refer to the current TSFP Financial Services Guide (FSG) on our website [www.telstrasuper.com.au](http://www.telstrasuper.com.au) for important information about the services.

Advice fees are current as at 1 July 2023.

<sup>^</sup>The ongoing advice service provides our clients with a review of the advice previously provided by us within the last 12 months, however if additional advice is required outside of this scope, due to changes in client's circumstances, additional costs may apply. Further information about costs are included in the client agreement

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HOW TELSTRASUPER CAN ASSIST YOU

# Share the benefits



## We're open to everyone



As a leading profit-to-member fund, TelstraSuper is committed to helping our members **build a financial outcome in retirement they can look forward to.**

We're now open to everyone, so your friends and family can join.

THANKS FOR YOUR TIME

# We're 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)



Rated an ESG Leader for 2022 by Rainmaker

*Your leading profit-to-member fund*

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