



Insurance – for your peace of mind

Accidents do happen and it pays to be protected. Not convinced? Let's explore the insurance options and look at some real life examples where insurance cover has made a real difference to the lives of ordinary Australians.

Life cover

Life cover provides financial security for your family in the event of your death, with a lump sum payment or instalments. This could help loved ones pay off the mortgage and other debts, provide for your children's education, or cover living expenses.

Mark's story*

Mark, 37, was a married father of one and an IT salesman. His job required a regular amount of travel, both locally and nationally, but he didn't mind – he enjoyed his work, and thrived on the challenge of closing a profitable sale. Especially now that he had a young daughter.

After returning to his hometown following a week-long sales conference, Mark was at the airport flagging a taxi when he went into cardiac arrest. Despite the paramedics' best efforts, Mark was pronounced dead.

Because of Mark's Life Cover, his wife received a lump sum amount of \$235,610. This money enabled her to take some time away from work and pay for the immediate funeral costs. It also meant that she could eliminate the mortgage, and create a trust fund for her daughter.

Trauma

Trauma protection provides a lump sum payment or instalments if you are diagnosed with one of a range of specified conditions including cancer, heart attack and stroke. This could contribute to maintaining your lifestyle under changed circumstances.

David's story*

As a 35 year old chef and all around food enthusiast, David was well-suited to his job. He even enjoyed cooking at home, treating his wife and children to an exotic array of experimental dishes.

Soon to depart on a family holiday, David was undergoing a health check when he mentioned the pain and swelling he'd been experiencing in his neck. After his GP ordered a series of tests, David was stunned to learn that he had thyroid cancer.

David's Trauma paid out benefit of \$515,000. This money allowed him to pay for ongoing medication and treatment, eliminate the mortgage, and even put aside some money for future expenses.

By alleviating the financial burden of his illness, David's insurance benefit allowed him to focus on recovering his health. It also meant that he could finally take that holiday.

Permanent disablement

Total and permanent disablement cover (TPD) provides a tax-free lump sum or instalments, if you are unable to work due to illness or injury.

Jack's story*

For 52 year old site manager Jack, rugby was a family tradition. Jack had shown promise as a junior player – until a serious knee injury had sidelined his professional hopes for good.

Over the past few years, Jack had been waking to increasing stiffness and pain in his foot and wrist. Assuming it was simply the wear and tear of a physically demanding job, Jack wasn't particularly concerned. That is, until one morning when he realised he couldn't move from his bed.

Jack's doctor diagnosed him rheumatoid arthritis. Because he met the definition under his Total and Permanent Disability Cover, his insurer paid him the \$1,150,000 for which he was insured.

This money allowed Jack to pay for his medication, physiotherapy and sons' school fees, and eliminate the mortgage entirely. It also meant his family had enough money to live on while he went to TAFE full time to study sport administration.

Income protection

Income protection insurance protects your ability to earn an income. This cover can provide up to 80% of your regular annual pre-tax income as a monthly payment if you are unable to work due to illness, accident or injury. In most cases, insurance premiums can be claimed as a tax deduction.

Melissa's story*

A successful solicitor and single mother of two, 33 year old Melissa was something of a modern day superwoman. But this meant her own needs often came after two kindergarten-age daughters, and meeting the repayments on her mortgage.

For some time now, Melissa had been finding it increasingly difficult to concentrate. Lacking sleep and appetite, she began to lose weight and developed a chronic headache. Finally Melissa went to speak with her GP who immediately diagnosed her with depression and anxiety.

Melissa's Income Protection Cover paid her a monthly benefit of \$8,736 while she was unable to work. This money allowed her to keep up with her mortgage and personal loan repayments, pay for her family's daily expenses, and hire some help around the house.

Remember, these are true case studies. Real people, genuine experiences. For peace of mind, whatever the future may bring, speak to your financial adviser today.

Call <office> on <number>.

*While some details have been changed in the interest of privacy, these case studies are based on true claim experiences. All case studies are sourced from ING Life Limited where OneCare insurance policies were in place. The material in this publication is current as at August 2008 but may be subject to change. It may not be reproduced without prior written permission from ING Life Limited. OneCare is issued by ING Life Limited (ABN 33 009 657 176, AFSL 238341) (ING Life) except for OneCare Super which is issued by ING Custodians Pty Limited (ABN 12 008 508 496, AFSL 238346, RSE L0000673) (INGC). OneCare Product Disclosure Statements are available at www.ing.com.au.