

# BUSINESS ASSURANCE

## TRAUMA COVER



WHY TRAUMA COVER ?

Trauma Cover provides for the early lump sum payment of a proportion of the life cover benefit in the event that your insured key person suffers a critical medical condition or trauma. This lump sum provides valuable peace of mind that debts can be cleared, shareholder buy-sell agreements can be fulfilled or lost revenue can be replaced – depending on the individual needs of your business.

### *Covered Conditions:*

Alzheimer's Disease or Dementia	Heart Attack*	Multiple Sclerosis*
Aorta Surgery	Heart Valve Replacement*	Muscular Dystrophy
Benign Brain Tumour*	HIV*	Organ Transplant
Blindness	Intensive Care Treatment	Out of Hospital Cardiac Arrest
Bone Marrow Failure (Aplastic Anaemia)	Loss of hearing	Paralysis
Cancer*	Loss of Independent Existence	Parkinson's Disease
Cardiomyopathy*	Loss of speech	Primary Pulmonary Hypertension*
Coma	Loss of two limbs	Severe Inflammatory Bowel Disease
Combined loss of limb and sight	Major Burns	Stroke*
Coronary Artery Surgery*	Major Head Trauma	Systemic Sclerosis
Encephalitis	Major Organ Disease*	Triple Vessel Angioplasty*
	Meningitis and/or Meningococcal Disease	Total and permanent disablement (optional)
	Motor Neurone Disease	

For conditions marked \* no cover is provided for the 90 days immediately following the commencement date of the policy.

### *Special Intensive Care Benefit*

ING Life's Trauma Cover benefit includes a unique condition that has significant relevance to New Zealanders. With our nation's horrific accident statistics constantly in the news, it is clear that accidental injury is a serious risk for all New Zealanders. To reflect this, ING Life has introduced an Intensive Care Benefit to its Trauma coverage.

If you endure an accident or an illness, which results in life support treatment for more than 3 days or intensive care treatment for more than 5 days, and you survive for more than 14 days after coming off all life support equipment, the full Trauma cover benefit will be paid.

During a typical working life a person has a †25% chance of suffering one of the listed conditions. Imagine the effect that losing one of your key people will have on the success of your business.

Yet this is an all too common occurrence.

*†Statistics sourced from reinsurance data.*

### *Optional Guaranteed Insurability*

You can choose to add this benefit to your trauma cover. This option buys you the chance to increase the trauma cover benefit for an increased premium, if the life assured's financial impact to the business has demonstrably increased through:

- The life assured's proportion of ownership of the business increasing; or
- The life assured's loan guarantees to the business increasing; or
- The value of the business increasing; or
- The life assured's value to the business increasing (other than through increased ownership) e.g. promotion to a more important role or the establishment of significant customer relationships etc...

To exercise this option you will need to provide ING Life with satisfactory financial proof of the need for the increased cover. However, subject to a requirement to financially review the sum assured at least once every three years, the health of the life assured will not need to be reassessed at the time of the increase.

The maximum amount that the sum assured for each life assured can be increased by over the life of the policy is the lesser of five times the original sum assured or \$2 million. \* Conditions apply.

### *Early Payment of Life Cover Benefit*

Any amount payable under the trauma cover benefit will automatically reduce the life cover sum assured for the life assured by the amount of trauma cover paid.

### *Optional Life Cover Buy-Back*

If you choose this optional benefit you create the opportunity to, over time, buy-back any life cover that has been reduced as a result of you making an accelerated trauma cover claim. The real advantage of this benefit is that, at a time when your health had been severely affected by a trauma condition, you are able to increase your remaining life cover on the same acceptance terms that you enjoyed prior to suffering the trauma condition.

### *Trauma Cover Details*

#### *Criteria*

- Minimum Entry Age 20
- Maximum Entry Age 60
- Acceptance of your application by ING Life

*Maximum Cover Amount* - \$2,000,000

*Cover Period* - to age 70

- Optional Guaranteed Insurability Expiry Age 65

#### *Exclusions*

- Self-inflicted harm including drug or alcohol abuse
- For conditions marked\*, no cover is provided for the 90 days immediately following the commencement date of the policy
- If the person covered dies within 14 days of the first occurrence of any of the covered conditions, the claim is considered a death claim and no trauma benefits will be payable.

#### *Policy Definitions*

This sheet is a guide to the main points of the policy. If you would like to review the full definitions of the conditions covered, please ask your financial adviser for a copy of the policy wording.

Contact: