



Protect your lifestyle and your business with FMI's holistic Income Protection solution

Business Person Elect

We specialise in Income Protection because it is the most important cover to have in place, helping sustain people during disability so that they can maintain their lifestyle and financial stability.

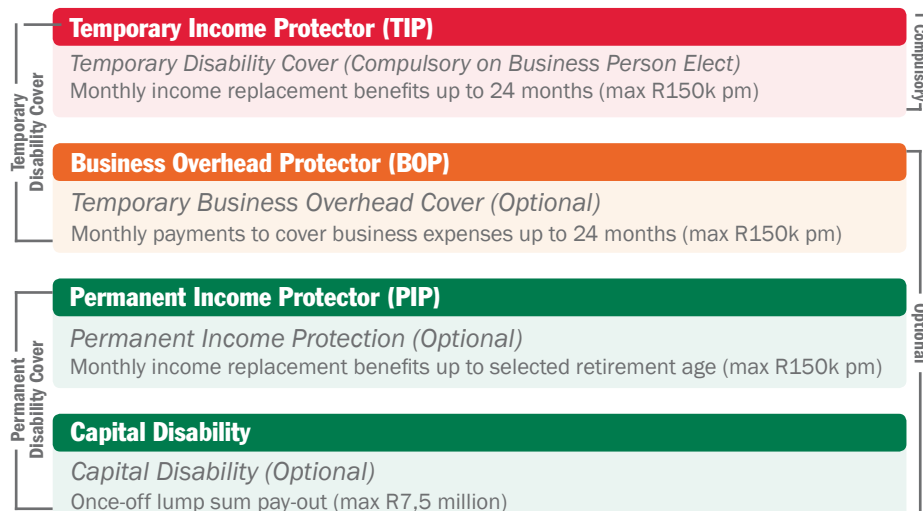
We believe that disability cover should consist of temporary and permanent cover. The correct way to design disability cover is to first put place temporary disability cover, then permanent disability cover so that individuals enjoy a combination of both benefits. Temporary Income Protection will ensure that an individual is protected against temporary disability and allows for multiple claims. It also protects their income during the Permanent cover waiting period. Permanent disability should then be addressed through a combination of income replacement benefits and capital disability. Looking at disability cover holistically means that, should an individual be disabled, their lifestyle will be protected.

We recognise that business professionals, commission earners, and small business entrepreneurs have specific cover needs. Many of these individuals work on a month-to-month basis and do not have a group scheme to fall back on should they become disabled. They face different business challenges and have different cover needs to salaried employees.

Our approach to providing disability cover involves taking into account factors such as changing cover needs, volatility of income, and occupation class, through a unique risk assessment model, which focuses on duties rather than job titles. This means that if you fall ill or are injured, BPE will help you to sustain your lifestyle and financial stability.

60%
The amount the average income earner is under-insured for disability

Core Benefits



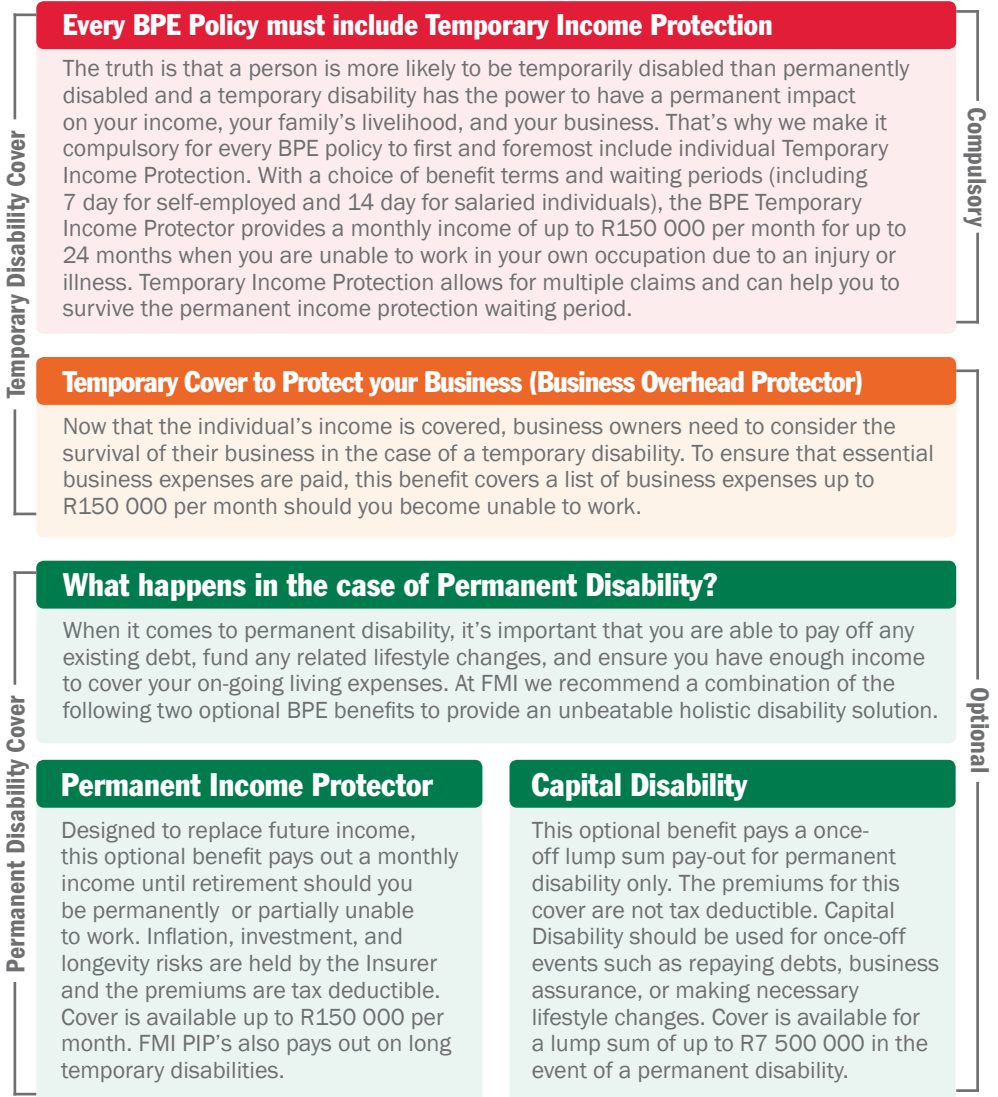
'If I had not taken out the plan with FMI, I do not think that my business would be operating today.'
Life Assurance and Investment Broker, Burst Appendix

30%
The chance of you becoming temporarily disabled before you retire

You can increase your cover up to 40% annually

How does Business Person Elect work?

Core Benefits



Additional Benefits

The following benefits are automatically included with the above core benefits:

- **Driver's Extension Benefit** – Pays an amount per day if you are unable to drive, but still able to perform the duties of your own occupation
- **Pregnancy and Childbirth Benefit** – Pays a 1 month benefit to our female policyholders following the birth of a child
- **Freeze Benefit** – Gives the option to freeze premiums and cover for a period of time and re-instate without medical and financial underwriting
- **Benefit Escalation Options** – Offer complete flexibility to adjust cover levels without medical underwriting (annual review, re-instatement, annual benefit increase)
- **Continuation Benefits** – The option at chosen retirement age to continue your benefit for a further 5 years, up to a maximum age of 70, without further underwriting
- **Change in Circumstances Option** – Allows you to increase cover by up to 25% without underwriting on marriage, birth / adoption of a child, and death of spouse
- **Immediate Cover** – Ensures that you will be covered from date of acceptance, provided that the selected commencement date falls on the 1st of the month following acceptance

'When I had my car accident I was off work for four months. I was very glad I had my policy with FMI. I would have been broke without it.'

Wine Maker, Motor Vehicle Accident

Optional Benefits

We also offer a range of optional benefits designed to enhance our standard benefits:

You can choose to include as many (or as few) of these as you like to further enhance your Business Person Elect policy.

Meeting Increased Expenses developed to assist in those instances where a disability can incur additional costs over and above your usual monthly expenses:

- **Dread Disease Enhancer** - Increases your TIP pay-out by 20% when disability is a result of a dread disease

- **Hospitalisation Enhancer** - Increases your TIP pay-out by 20% in the event of hospitalisation

Family Responsibility Benefits developed because we understand that if something happens to your family your ability to work is impacted:

- **Child Dread Disease** - Lump sum medical-free pay-out should your child be diagnosed with a dread disease

- **Spouse** - Monthly medical-free cover should your spouse be unable to work due to a disability

Death Income – Provides your nominated beneficiaries with your monthly Temporary Income Protection benefit for 6 months following your death. This can help to provide them with much-needed cash flow during this difficult time

Future Income Protector Option – We understand that your lifestyle and cover needs change over time. Therefore, we provide the option to increase cover by a specified multiple of up to 300% of the initial sum at any point during a specific term without medical underwriting

Accident-only cover for younger lives – Younger lives are more prone to disability caused by accident than an illness. Accident claims also tend to be longer than illness claims. We offer an accident-only benefit to those aged younger than 32, with minimal underwriting at 50% of the premium. This cost-effective option then converts to full cover at age 35, without further medical underwriting

Did you know that FMI is the only Income Protection product that offers a maternity benefit of one month?

BPE is aimed at the self-employed business professional and entrepreneur. It is also available for salaried individuals

'FMI offer a great product that all self-employed people need. I was off work for a month and anyone without a salary for a month is going to be affected.'

Panel Beater, Heart Attack

What makes Business Person Elect unique?

- We are Income Protection specialists who understand the specific needs of self-employed individuals.
- We allow for the broadest definition of income (with Own Occupation definition) and are willing to cover it completely for both temporary and permanent income protection.
- We believe in holistic disability cover - you can select combinations of temporary (monthly income benefits up to 24 months), permanent (monthly income benefits) and capital disability (lump sum amount) benefits.
- We complete underwriting up-front at application stage instead of at claims stage which means we do not usually require complicated documentation at the time of disability.
- We offer you options to change your cover in relation to fluctuating income levels without medical underwriting.
- While traditional cover benefits tend to offer 75% cover, FMI offers up to 100% cover and more on our Temporary Income Protector and 100% cover on our Permanent Income Protector.
- To ensure a simplified and streamlined application process, FMI offers an electronic application process, tele-underwriting, and a travelling nurse service, all designed to reduce stress and turn-around times.
- Our commitment to claim certainty is reflected in our easy and speedy claims process (48 hour turn-around time on receipt of all necessary claim documentation).
- We do not aggregate on temporary income protection claims.
- We allow for multiple temporary income protection claims.
- We pay claims twice weekly, acknowledging our client's financial need at an already stressful time.
- FMI is committed to paying valid claims. Through processes such as tele-underwriting, policyholders can supply their information to a trained FMI underwriter resulting in a lower risk of claim repudiation.

79.61 days
Average time
that a TIP
claim lasts

Sustaining people when they need us most

Small business is the biggest driver of the economy yet the Life industry leaves the finances of the people in these businesses vulnerable by ignoring the importance of Income Protection.

We provide financial stability for our clients when, for health reasons, they cannot work. If you fall ill or are injured or disabled, we will respond with empathy and speed to sustain you financially during your time of need. Our help will allow you the time and peace of mind to recover and maintain your lifestyle.

We offer a suite of flexible Income Protection products that caters predominantly for people who would experience an immediate loss of income if they were unable to work for a period of time. We work through independent financial advisers because we believe they offer our clients the best advice.

You do not
have to be
permanently
disabled to
claim on FMI's
PIP which
covers long
temporary
disabilities

We sustain people financially when they need us most.

For more information, please contact your financial adviser or our FMI Financial Adviser Distribution Team on 0860 10 52 08, sales@fmi.co.za or www.fmi.co.za

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