

'I discovered FMI's maternity benefit when I fell pregnant and once I'd had my baby they paid my claim, which was more than enough actually!'

Sebolelo Mapoti
ABSA Financial Adviser
Maternity Benefit 2010



First Choice for ABSA Financial Advisers

As an ABSA Financial Adviser, you understand the importance of protecting yourself against disability by ensuring that you have adequate Income Protection. Through the AIFA group scheme, FMI has been taking care of the Income Protection needs of the ABSA group of intermediaries since 2001.

FMI specialises in Income Protection for small businesses owners. This means that we offer you an innovative and well-priced solution, supported by our claim certainty. Simply put – at FMI, we understand the risks faced by commission-earning Financial Advisers and we pay claims.

FMI recognises that our claim payment record is one of the most important tests of any insurer. We are proud of a claiming philosophy that provides certainty to you and your practice, making us the provider of choice for ABSA Financial Advisers.

Important Considerations

To ensure that you benefit from our easy claiming process, it is important to remember the following:

• Beneficiaries

Life Cover benefits are paid to your nominated beneficiary/beneficiaries while all other benefits are paid directly to yourself. It is **essential** that you nominate a beneficiary for your Life cover benefit.

• Product Age Eligibility

- 18: Minimum entry age
- 61: Maximum entry age (age at next birthday)
- 70: Termination age for TIP Extender and Life Cover
- 63: Termination age for all other benefits

• Increases In Cover

As a group-administered policy, all benefits may only be increased or amended on annual review, which occurs yearly in April.

In 2011, FMI paid
98.9%
 of all valid ABSA
 TIP claims lodged

76.6%
 of TIP claims lasted
 less than 30 days
 in 2011

AIFA Income Protection Plan - Product Details	Benefit	Definition of Occupation	Maximum Cover	Waiting Period	Benefit Term	Notes
Core Dread Disease Benefit - Compulsory benefit	Main Member Dread Disease - Pays the Life Insured a lump sum upon diagnosis of a listed dread disease	n/a	R20 000 fixed	n/a	n/a	Paid to Life Insured Benefit can be claimed on twice, each for a separate diagnosis Pre-existing condition rule applies
	Spouse Dread Disease - Covers the Life Insured should their spouse be diagnosed with a listed dread disease	n/a	R20 000 fixed	n/a	n/a	Paid to Life Insured Benefit can be claimed on twice, each for a separate diagnosis Pre-existing condition rule applies
	Child Dread Disease - Covers the Life Insured should their dependent child be diagnosed with a listed dread disease	n/a	R10 000 fixed	n/a	n/a	Benefit can be claimed on twice, each for a separate diagnosis Claims do not have to be for different children Pre-existing condition rule applies

At FMI our philosophy is simple. We pay claims.

For more information, please contact ABSA DIRECT on 0800 00 53 22, fmiabsa@fmi.co.za or www.fmi.co.za

Underwritten by Lombard Life Ltd. FMI Ltd is an authorised Financial Services Provider FSP 2717



AIFA Income Protection Plan - Product Details		Benefit	Definition of Occupation	Maximum Cover	Waiting Period	Benefit Term	Notes		
Temporary Income Protection Benefits - Compulsory benefit		Temporary Income Protection (TIP) - Covers the Life Insured against the inability to earn an income when unable to work for period of up to 24 months, due to bodily injury or illness	Own	R150 000 per month Cover limited to 100% of income	7 days for accident and 14 days for bodily injury, payable retrospective to day 1	24 months	Free Cover Limit of R120 000 per month Medical and financial underwriting applies above the free cover limit No aggregation Premiums may be tax deductible Premium will not be waived while in claim Minimum Cover is lesser of basic salary or R15 000 per month		
		Temporary Income Protection Extender - Covers Financial Advisers over 63 who continue in service with ABSA against the inability to earn an income when unable to work for period of up to 12 months, due to bodily injury or illness	Own	75% of after share earnings and R120 000 per month	30 days, non retrospective to day 1	12 months	Maximum entry age of 63 Termination age of 70th birthday Minimum cover of 75% of after share earnings and R15 000 per month Free Cover Limit of R15 000 Medical and financial underwriting applies above the Free Cover Limit Age rated premium pattern No special benefits, special limited benefits or psychological claims will be covered Pre-existing condition rule applies Premiums may be tax deductible		
		Special Benefits		Dread Disease Enhancer: If the member qualifies for a TIP claim as a result of a listed dread disease, the TIP benefit will pay an additional 20% of the cover amount for the lesser of the length of the TIP claim and 6 months.					
				Pregnancy and childbirth: For female members, FMI will pay one month's TIP benefit after the member has given birth to a child. This is subject to the date of conception being after the date of the member joining the scheme or the date of commencement of this benefit.					
				Driver's Extension: Pays R250 per day should the Life Insured be unable to drive but is still able to continue with their own occupation					
				Spouse Benefit: Additional cover in the event that the Life Insured's spouse becomes disabled due to bodily injury or illness. Benefit is limited to R15000 per month and is payable for a maximum of 2 months.					
Special Limited Benefits		Psychological disorders: Limitations will apply to claims arising from psychological disorders. Please refer to the policy wording for detailed terms and conditions.							
		Certain illnesses not covered unless you spend time in hospital: For claims arising from influenza, bronchitis, sinusitis, tuberculosis, pneumonia or laryngitis, we will only pay if the Life Insured adheres to medical treatment protocol and is either undergoing diagnostic testing, referred to a specialist or hospitalised for at least 1 night.							
		Cosmetic and elective surgeries: If, as a direct result of a medical condition or accident, the Life Insured's doctor recommends cosmetic or reconstructive surgery, FMI will pay the benefit. FMI will not pay out for being unable to work because of any treatments, examinations or operations for purely cosmetic purposes. Breast reductions or reconstructions not included, except if cancer related.							
Group Life Cover		TIP Life Cover Enhancer - Up to 2 times annual TIP benefit amount will apply to provide comprehensive life cover to the Life Insured	n/a	Fixed 66% of annual TIP cover	n/a	n/a	This benefit is added automatically and paid for by AAA Paid to nominated beneficiary/ies Underwriting free up to R2 750 000 across all Life Cover benefits and age 55 Cover only allowed to increase at annual review		
		Voluntary Fixed Life Cover Member - Optional addition to the compulsory Life Cover benefit	n/a	Fixed 66% of annual TIP cover	n/a	n/a	Optional benefit paid for by member Paid to nominated beneficiary/ies Underwriting free up to R2 750 000 across all Life Cover benefits and age 55 Age rated premium pattern applies		
		Voluntary Fixed Life Cover AIFA - Only applicable if the Voluntary Fixed Life Cover benefit is selected	n/a	Fixed 66% of annual TIP cover	n/a	n/a	Only added if member portion is exercised, paid for by AIFA Paid to nominated beneficiary/ies Underwriting free up to R2 750 000 across all Life Cover benefits and age 55		
		Flexi Life Cover - Additional life cover for the Life Insured	Voluntary Flex Life Cover Member - Only available to AAA members - Only available if full TIP Life Cover Enhancer has been exercised	n/a	3 x Annual Average After Share Commission	n/a	n/a	The premium for this benefit is paid for by the member Paid to nominated beneficiary/ies Cover fixed at multiples of annual TIP cover Free cover limit of R2 750 000 (sum for all Life Cover options) Underwriting free up to age 55, thereafter underwriting applies Age rated premium pattern	
Permanent Income Protection - Compulsory benefit		Permanent Income Protection (PIP) - Pays the Life Insured if permanently disabled	Own	100% of pensionable salary	24 months	Up to age 63	Claims escalation—Lesser of CPI and 7.5% p.a. Benefit cover ceases at age 63 Medical and financial underwriting free		
Business Overhead Protection - Optional benefit		Business Overhead Protection (BOP) - Should the Life Insured be unable to work, this benefit covers a specific list of business overhead expenses	Own	R20 000	7 days for accident and 14 days for illness, payable retrospective to day 1	24 months	Medical and financial underwriting free Cover only allowed to increase at annual review Does not pay on pregnancy/childbirth Covers listed dread disease claims and special limited benefits as per TIP benefit Minimum Cover of R1 000 per month		
Continuation Option - Optional benefit		Continuation Option - Those who leave the scheme have the option of taking out an individual FMI policy with a similar benefit structure and cover amounts	Underwriting free if benefit amounts match, any increase in cover will be subject to underwriting Option subject to Life Insured keeping a similar occupation To qualify for continuation a member must have had a membership for 12 months or more and have a benefit amount equal to or greater than the minimum amount required on scheme Commencement of policy is the first of the month following termination of cover from the scheme provided notification is given before the 24th of the month prior to termination Subject to benefits matching on FMI's individual policy offering (i.e. not all benefits may be available)						
Other		<p>Minimum entry age: 18; Maximum entry age: 61 and</p> <p>Pre-existing conditions: In the event that a claim arises in the first twelve months following the commencement of the policy, no benefit will be payable if the cause of the claim was as a result of an illness, disease, injury or accident for which the Life Insured was treated or could reasonably have known about in the six months prior to the commencement of joining the group.</p> <p>General exclusions:</p> <ul style="list-style-type: none"> · Injury which is self-inflicted or in any way deliberately caused by the Life Insured or any act of the Life Insured which is a wilful and material violation of any law. · War (whether declared or not); terrorist activities; riots; civil commotion; insurrection; usurpation of power; martial law, or any act incidental to, or arising from such occurrence. · Participation in service or training with any military, naval, air-force or police organisation. · FMI will not cover deaths, injuries or illnesses resulting from taking part in any dangerous pursuit, including extreme sports, for example, mountaineering, speed competitions or fighting (except in self-defence), or from taking part in any form of aviation other than as a passenger travelling between airfields in a licensed aircraft. · The Life Insured being under the influence of, or being addicted to, or being treated for alcohol consumption, inhalation of fumes, consumption of poisons, drugs or narcotics or medication except as prescribed by a qualified medical practitioner and used as described. 							