

**Do you
follow
your own
sound
advice?**

Masthead Adviser Income Protection Plan

Masthead Adviser Employee Plan



'FMI took over and sorted everything out for me. It was such a relief!'

'When one is commission driven and you find yourself in a position not able to earn money, it is problems, financial problems big time! FMI stepped in and sorted out all the necessary doctor's reports and paperwork for me. They were fantastic!'

*Brian Jacobs
Financial Adviser
Cape Town
Back Operation 2010*

As a financial planner you give sound advice to your clients. However, no-one can predict what will happen to you. Have you ever considered what would happen to your business if you couldn't work for any reason? Would it survive? Would you survive financially if you couldn't earn an income for an extended period of time?


Income Protection Specialists

As a Financial Adviser you tell your clients that income is a business owner's most important asset. But do you follow your own sound advice?

Make sure your income is covered today.

Masthead have identified a short-fall in the existing insurance cover of many of its Members, namely a lack of income protection in the event that the Member is temporarily or permanently unable to function as a Financial Adviser.

As disability specialists, FMI focus on business owners. In addition to this we provide cover to over 1000 Financial Advisers. We are the experts in our field. Together with Masthead, FMI have developed a product specifically for Masthead Advisers, tailor-made to your needs.

Masthead Adviser Income Protection Plan

Key Qualities

- Flexible product to suit every financial need
- Can cover 100% of income until retirement
- No aggregation on TIP and BOP benefits
- Premiums for TIP, BOP and PIP benefits are tax deductible
- Provides cover on your own occupation as a Financial Adviser

Entry Ages

- Maximum entry age of 66 age next birthday
- Cover can be selected until a maximum age of 70

Main Benefits Available to You

Temporary Income Protection (TIP)	Business Overhead Protection (BOP)	Permanent Income Protection (PIP)	Capital Disability
<ul style="list-style-type: none"> ✓ Pays out monthly income when unable to work in your own occupation, for the short term ✓ Up to 100% income cover or R 150 000 pm, whichever is the lesser ✓ Free cover limit of R 75 000 applies before medical underwriting is required ✓ A pre-existing condition clause applies to cover amounts accepted under the free cover limit ✓ 4 benefit terms: 3, 6, 12 or 24 months ✓ 4 waiting periods: <ul style="list-style-type: none"> • Primary - 7 days (pays retrospective to day 1) • Fortnightly - 14 days (non-retrospective) • Monthly - 30 days (non-retrospective) • Quarterly - 90 days (non-retrospective) ✓ No aggregation applies 	<ul style="list-style-type: none"> ✓ Covers a list of business expenses when you are unable to work in your own occupation in the short term due to injury or illness ✓ Ensures survival of practice as running expenses are covered ✓ Max cover of R 150 000 pm or 100% of applicable business expenses, whichever is the lesser ✓ Free cover limit of R20 000 before medical underwriting is required ✓ A pre-existing condition clause applies to cover amounts accepted under the free cover limit ✓ 4 benefit terms: 3, 6, 12 or 24 months ✓ 4 waiting periods: <ul style="list-style-type: none"> • Primary - 7 days (pays retrospective to day 1) • Fortnightly - 14 days (non-retrospective) • Monthly - 30 days (non-retrospective) • Quarterly - 90 days (non-retrospective) ✓ No aggregation applies 	<ul style="list-style-type: none"> ✓ Pays you for the longer term, up to selected retirement age, if unable to work in own or own/similar occupation due to injury or illness - whether temporary or permanent ✓ Should dovetail with your TIP benefit to provide you with comprehensive monthly cover to sustain a healthy lifestyle ✓ Up to 100% income cover or R 150 000 pm, whichever is the lesser ✓ You choose up to what age we pay you: 55, 60, 65 or 70 years ✓ We offer 3 waiting periods: 6, 12 or 24 months ✓ This benefit is not available should a 3 month benefit term be selected on TIP 	<ul style="list-style-type: none"> ✓ Provides a seamless disability solution by complementing your TIP and/or PIP benefits in the event of permanent inability to work in your own or own/similar occupation due to injury or illness ✓ Cover can be selected up to R7 500 000 ✓ We offer 3 waiting periods: 6, 12 or 24 months ✓ Waiting period must be equal to the benefit term as selected on TIP ✓ The waiting period may be waived once permanence of the disability has been established ✓ This benefit is not available should a 3 month benefit term be selected on TIP ✓ On application, the benefit amount will be linked to PIP cover to ensure non-aggregation of FMI benefits at claims stage

Temporary Income Protection Ancillary Benefits

TIP Dread Disease Enhancer

- Enhances your TIP benefit pay out by 20% per month, if you are diagnosed with a listed dread disease
- This benefit will enhance TIP payments for the first six months of a disability
- This benefit, together with the TIP benefit, can provide you with up to 120% cover of your monthly income

TIP Hospitalisation Enhancer

- Enhances your TIP benefit pay out by 20% per month for any periods of hospitalisation in the first six months of disability
- This benefit pays from day 1 if you have selected the Primary waiting period

Child Dread Disease

- Pays out a pre-set lump sum of R20 000 if your child is diagnosed with a listed dread disease to assist with costs associated with the diagnosis
- This benefit can pay out twice

Spouse

- Provides cover should your spouse be unable to work in their own occupation due to an injury or illness, payable proportionately to extent of injury or illness
- Cover is fixed at a maximum of R 15 000 per month
- A benefit term of 2 months applies, with a waiting period of 30 days which is payable back to day 1
- The second month of cover is proportioned according to the time disabled, if not disabled for the full 2 months
- This benefit can only be claimed on once

Death Income

- This benefit pays nominated beneficiaries your monthly TIP cover amount upon your death
- No waiting period applies
- Benefit term is fixed at 6 months

Built In Options

Continuation Benefit

Enables TIP, PIP, BOP and Capital Disability benefits to be extended for a 5 year period, with a maximum benefit expiry age of 70

Change in Circumstances Option

Enables you to increase cover by up to 25% without underwriting on certain life changing events

Freeze Benefit

FMI will allow you to discontinue paying premiums for either 3 or 6 months without cover. No medical underwriting will apply when cover is reinstated at the end of the freeze period

Immediate Cover

Ensures that the Life Insured will be covered from date of acceptance, provided that the selected commencement date falls on the 1st of the month following acceptance

Special Benefits

Childbirth – we will pay a 1 month benefit after you have given birth to a child
Driver's extension – this pays R 250 per day for the cost of a driver should you be unable to drive but able to continue your occupation

Benefit Escalation Options

(Applies to TIP, BOP, PIP and Capital Disability benefits only)

Annual Review Option

You may increase cover by up to 20% or decrease cover by any percentage, without medical underwriting, on every policy anniversary

Re-instatement Option

If the Annual Review Option was used to decrease cover, you have the option at the next Anniversary Date to return to the same cover level as before the decrease without medical underwriting

Annual Benefit Increase Option

On every policy anniversary, you have the option of increasing cover by 0%, 5%, 7.5% or 10% without medical underwriting

Masthead Adviser Employee Plan

The Masthead Employee Plan is a complete package of risk protection benefits designed to guard against the financial hardships which may result from an employee's incapacity or death. This product enables employees to make provision for unforeseen events which may leave them unable to earn an income and provide financial security for their dependants. The financial burden that you may face with the unforeseen death or disablement of an employee is lightened, due to this cover looking after the costs associated with such an event.

How does the Employee Plan work?

The Masthead Employee Plan provides uniform levels of cover for employees within a business. Therefore employees have to select the same benefits with the same multiple of annual salary.

How many employees can be covered?

This product provides cover for even the smallest of staff complements. If the group scheme is compulsory for all employees, no minimum member number applies. However, should the group scheme be voluntary for employees, a minimum of 5 members per level is required.

Compulsory Benefits	LIFE COVER In the event of death, this lump sum benefit helps an employee's family maintain their standard of living. Cover is set at a maximum of R 1 500 000 or 3 x annual salary, whichever is the lesser. The free cover limit is R 600 000.	OR	TEMPORARY INCOME PROTECTION (TIP) Payable to the employer, during the time that an employee is temporarily disabled and unable to perform the duties of their own or own/similar occupation. Maximum cover is R 75 000 per month or 100% of monthly income, whichever is the lesser. A free cover limit of R 25 000 per month applies. A 30 day waiting period is applicable and employees may select a 12 or 24 month benefit term.	OR	FUNERAL COVER Designed to provide for the costs associated with the funeral of an employee or an employee's loved one. Members can cover up to 6 extended family members on this benefit. Employees are able to select from 4 options available under this benefit: R 5 000; R 7 500; R 10 000 and R 15 000. Employees are provided with the choice of member only cover or member and family cover.
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Optional Benefits with Pre-requisites	DREAD DISEASE (Accelerates off Life Cover) Assists employees by providing an immediate tax free lump sum payout upon diagnosis of a listed dread disease. FMI will also pay out 10% of an employees dread disease cover should one of their children be diagnosed with a listed dread disease. Cover is set at a maximum of R 600 000 or 2 x annual salary, whichever is the lesser. A free cover limit of R 300 000 applies.	CAPITAL DISABILITY (TIP as a pre-requisite) Designed to provide a lump sum payout to employees should they become permanently totally incapacitated and unable to fulfill the duties of their own or a similar occupation. A maximum cover level of R 1 500 000 or 2 x annual salary, whichever is the lesser, applies to this benefit. This benefit comes with a 6 month waiting period.	
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Optional Benefits	PERMANENT INCOME PROTECTION Offers your employees a regular monthly income until retirement while they are unable to follow their own/similar occupation due to a injury or illness. This benefit is fully underwritten, with a maximum cover level of R 75 000 per month or 75% of income, whichever the lesser. The employee has a choice of a 12 or 24 month waiting period, which is designed to follow on from their TIP benefit.	ACCIDENTAL DEATH This cover ensures that, if an employee passes away in an accident, there is a lump sum payout to help cover costs that arise from their death. The cover amount on this benefit is fixed at R 15 000.	ACCIDENTAL PERMANENT DISABILITY Provides a lump sum payout should the Life Insured be permanently disabled due to an accident. The cover amount on this benefit is fixed at R 30 000 and is paid according to a schedule of severity of disability.
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**At FMI our philosophy is simple.
We pay claims.**



**'I really don't know
what I would have
done if didn't have
my FMI policy!'**

*Sebolelo Mapoti
Financial Adviser
Maternity Benefit 2010*

**You help people secure their financial future.
Now make sure yours is secure too with FMI.**

For more information please contact:

Your Masthead Consultant

or

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Email masthead@fmi.co.za
or visit www.fmi.co.za

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