

Insurance: are you getting a good deal?

AT AustSafe Super we've got a reputation for looking after workers and retirees with great super and pension products, but did you know that we also have a Personal product for employers, business owners and the self employed? AustSafe Super Personal offers the same low fees¹, strong performance² and investment options as our other products and means you can now use AustSafe Super to invest your own retirement savings as well as paying your employees' SG contributions. But if you want even more than low fees, strong performance and a fund which operates only to benefit members, then take a look at the insurance benefits there are to be gained from being a member of our fund.

AustSafe Super offers members a variety of insurance options for peace of mind. Death Only, Death and Total and Permanent Disablement (TPD) and Income Protection can all be purchased through AustSafe Super, individually or as a combination. Plus, we offer white collar insurance scales for office workers and standard insurance scales with the option to increase your cover at any time. We have group policies with one of Australia's largest insurers which means we can offer our members more competitive premiums than typical retail insurance policies. Plus, the other benefit is that you can pay your insurance premiums from your AustSafe Super account balance.

What's more, we recently reviewed our insurance arrangements and have given them a shake up which means even greater savings and flexibility for our members. So, what are you waiting for? You insure your home and your car, but what about your income and your life? Shake a dog's leg and get reading – the benefits of AustSafe Super's insurance are outlined below.

Death only cover and death & total permanent disablement (TPD) cover

Having Death Only insurance cover with AustSafe Super provides an insurance benefit to your dependant(s) in the event of your death. Death only cover also provides a benefit if you are certified by a medical practitioner as suffering from a terminal illness.

And having Death and Total and Permanent Disablement (TPD) insurance cover with AustSafe Super provides an insurance benefit to your dependant(s) if you die and a benefit to you if you become totally and permanently disabled.

Note: Only one benefit is payable under AustSafe Super's Death Only or Death and TPD insurance cover. For example, if you receive an insurance benefit as a result of your disablement or terminal illness and you subsequently die, your beneficiary(ies) will not receive an additional death benefit.

Cost of premiums reduced by more than 10%.

The weekly premium for each unit of AustSafe Super's Death Only and Death and Total and Permanent Disablement (TPD) insurance has been reduced by more than 10%. Now that's top dog! Below is a table providing a comparison of the new premiums*.

	Old Premium	New Premium	Reduction
Standard Cover – Death Only	\$0.80	\$0.70	12.00%
Standard Cover – Death & TPD	\$1.13	\$1.00	11.42%
White Collar Cover – Death Only	\$0.78	\$0.69	11.15%
White Collar Cover – Death and TPD	\$1.10	\$0.98	11.00%

Note: The new premiums for Death Only and Death and TPD insurance include a 10% insurance administration fee.

Fix your cover for peace of mind.

AustSafe Super is now offering members Fixed Cover for Death Only and Death and TPD insurance. This means you can fix your level (amount) of cover at a particular point. You can then elect at a later stage to unfix your cover and return to the standard insurance scale*. Fixed Cover is intended to benefit members who may want to maintain their current level of cover for a certain period of time, to cover such events as purchasing a home or getting married.

When you fix your cover, the level of cover will remain the same until the cover either ceases or you choose to unfix it. While your cover is fixed your premium will increase in line with your

age unlike the standard scale where your level of cover reduces as your age increases.

For example: Tim is aged 30. He just got married to Madonna and they are about to buy their first house. So while their mortgage is new, they want peace of mind that if something were to happen to one of them, they would have a certain level of insurance cover to pay off the mortgage. Both Tim and Madonna choose to fix their Death and TPD benefit at \$250,000. Once they pay down their mortgage they will re-assess their insurance and can unfix it if they wish and return to the standard insurance scale.

Note: The standard AustSafe Super Insurance scales for Death Only and Death and TPD have what is known as diminishing sums insured, where the amount of insurance decreases as you age. Fixed cover maintains your sum insured at a pre-determined level and results in a premium which will increase as you age.

Increase your cover for significant life events.

We've all heard the stories about how hard it is to increase your insurance cover. Well at AustSafe Super it just got a whole lot easier. The introduction of Life Events Cover, means you can now increase your cover by up to two additional units, without the need to provide health evidence when you get married, have a baby or purchase a home#.

For example: Tim and Madonna are expecting their first child. They both want to increase their Death and TPD insurance to ensure if anything ever happened to either one of them that the other receives a benefit ample enough to provide for their child. Both Tim and Madonna have 2 units each



of Death and TPD insurance but can increase their cover to 4 units each without having to provide personal health information to the Insurer.

Transfer cover from other funds to AustSafe Super.

Transfer of Cover is also a new feature to come from AustSafe Super's insurance shake up and means when you transfer your super savings from another fund (who you have insurance with) into AustSafe Super, your level of insurance from that fund can be transferred over to AustSafe Super as well, without the need to apply to the Insurer. Just give us a copy of your last Statement with your old fund and we can set up your cover with AustSafe Super.

Income protection cover

Income Protection cover means that if you become disabled as a result of sickness or injury and you have insurance cover, you may be eligible to claim up to 75% of the income you were earning before your sickness or injury.

New Income Protection Benefits

Income Protection cover can be confusing, so we are simplifying it by removing the separate "smoker" and "non-smoker" premium scales. This means that your Income Protection premium will be simpler to determine and possibly cheaper because we have also reduced the premiums. And, because we know that your cover requirements change as your

income increases, you can now apply to increase your Income Protection cover whenever your salary increases, without the need to provide health evidence[^].

For example: Tim works as a fitter and turner and recently received a salary increase of 6% per annum. Tim can now increase his income protection in line with his salary, by simply providing proof of the increase to the Fund's insurer, no health evidence – No Hassles!

Getting started

Our insurance shake up means there is no better time than now to increase your insurance cover or transfer over from another fund. Call your local Regional Manager to discuss your insurance needs one-on-one. You can be sure they'll guide you in the right direction and help you complete any necessary forms. Your local Regional Manager's details are listed on the advertisement below.

¹ Based on independent research by SuperRatings Pty Ltd. Fees may vary in the future.

² Past performance is not an indication of future performance.

#Life Events cover only applies to house purchases if you are entering into a mortgage to purchase your principal place of residence.

[^] Conditions apply. Increases with the need for Health Evidence are limited to changes in income of less than 25%. See the insurance fact sheet at www.austsafe.com.au.

*See the insurance fact sheet on www.austsafe.com.au for the full insurance details, including new scales and premiums. If you do not have access to the internet, you can contact AustSafe Super on 1300 131 293 to obtain an information pack via postal mail.

WE'RE MORE THAN SUPER WE'RE BEST OF BREED



Combine our current rating of Best Performing super fund for 2009*, with our newly improved insurances[#], and our hardworking Regional Managers, and it's not surprising we're considered best of breed for super.

Northern Queensland:
Simon Fielder 0408 706 064

Central Queensland:
Stacey McQuillen 0437 490 445

Southern Queensland and Northern NSW:
Paul Meredith 0419 601 908

Business Development Manager:
Wayne Hulin 0407 749 470



1300 131 293 www.austsafe.com.au

The industry superannuation fund for rural and regional Australia

*SuperRatings Fund Crediting Rate Survey SR50 Balanced (60-76) Index for December 2009.

Changes to insurance effective 1 March 2010

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