

WHAT IS

The role of risk insurance in your financial plan?

MARCH 2026

In life, we expect to earn an income, grow our assets until we retire and use those assets over retirement.

What were to happen if you lost the ability to earn an income or passed away, and your family had to draw down your assets to survive?

This is where having risk insurance can help. Depending on the type of cover, it can fill the gap in assets, and replace your lost income. In other words, risk insurance can help keep you and your family on track financially should the unexpected happen.

Safeguard your financial future if the unexpected happens

'Would my family be able to maintain their lifestyle if I no longer earned an income?'

If your answer is "no", you should consider adequate risk cover, i.e., transferring the financial risk to an insurance company. There is a wide range of insurances that can help you mitigate your risk and provide peace of mind for you and your family.

Insurance can help your family maintain their lifestyle if life does not go to plan

Personal insurances worth considering include:

- Term life insurance – pays a lump sum on the death of the insured
- Total and permanent disablement insurance (also known as TPD) – pays a lump sum in the event of permanent disability due to illness or accident
- Income protection insurance - replaces your income if you are unable to work due to sickness or injury by providing a monthly payment of up to 70% of your pre-tax income
- Trauma insurance – pays a lump sum on the diagnosis of a specified non-pre-existing illness or injury such as heart attack, stroke, cancer or a range of motor function diseases.

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The role of risk insurance in your financial plan?

Our Insurance portfolio construction process

To help ensure your risk insurance plan is properly funded, we employ our disciplined eight-step insurance portfolio construction process.

We start by assessing your current situation – if the unexpected happened today, what would be the financial shortfall? How much money would be required for you and/or your family to replace your income and pay for expenses?

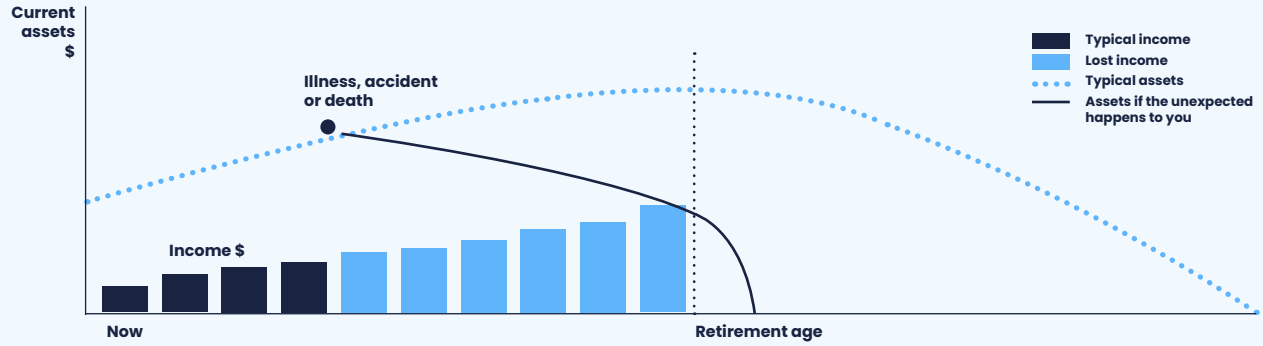
We then develop strategies to help you transfer that risk to insurance companies and identify which type(s) of insurance you require.

We also help you qualify for tax deductions on the annual premiums where possible.

Next, we research reputable insurance companies to find the right insurance for your personal situation and needs. We will then obtain and compare quotes to ensure we recommend the most appropriate product for you. Of those insurances which meet your needs, we obtain a number of quotes to ensure we recommend the most cost effective products for you.

Once you've selected your preferred option, we finalise your risk plan and assist you with the application process.

Risk insurance fills the gaps... and helps maintain your financial wellbeing



We'll help you find the insurance cover you need at a competitive price

1. Determine your level of financial risk
2. Identify insurances required and develop cost and tax effective strategies
3. Determine your personal levels of insurances, cutting out what you don't need
4. Obtain and compare personalised quotes
5. Confirm you are comfortable with our recommendation
6. Review any adjustments if you choose to lower premiums and assume some of the risk
7. Finalise your risk plan and manage the purchase on your behalf
8. Regularly review insurances and level of cover to ensure they continue to meet your needs

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