**Go above and beyond for your client.**

Tools you can customise by OnePath Life Insurance

**CATEGORY – Reviewing your cover**

**EMAIL OR LETTER**

***Tip*:**

* *Send to clients 4-6 weeks prior to their renewal*
* Review client’s files to reacquaint yourself with the client’s needs and policy.
* This is a great opportunity to communicate with your client and add value and advice.
* Speak to your BDM to learn how to make better use of this content.

**UPCOMING RENEWAL TEMPLATE**

Dear <first name>

Thank you for being a valued client of adviser brand for tenure years now. We’re privileged to continue to support you with the financial protection you have set in place for yourself and Spouse, Child 1, Child 2, & Child 3*.*

**Why you decided to purchase life insurance**

I recall that you invested in your life insurance to:

*[List tailored customer reasons from initial fact find sessions e.g.]*

* Pay off your mortgage on your family home
* Fund potentially large out-of-pocket medical expenses if any unfortunate medical circumstances arise
* Provide *Child 1, Child 2, & Child 3* with the university education you’re wishing for them
* And to provide financial support for your family to live the life you wish for them, should something happen to you that interrupts your ability to earn an income and support your loved ones

**Your annual cover renewal** is coming up on renew date. It’s important that you and I ensure your cover is still tailored to your needs.

Here’s a quick reminder of **what you’re currently covered for:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Type of cover** | | **You’re covered for** | **Your current premium** |
| Life cover | Pays a lump sum to your family in the event of your death or terminal illness. | $400,000 | $394.95 |
| TPD cover | Pays you a lump sum should you become permanently disabled and unable to work. | $400,000 | $372.35 |
| Trauma cover | Pays you a lump sum if you are diagnosed with a serious medical condition covered by your policy. | $200,000 | $272.46 |
| Income Protection | Pays a monthly benefit to replace part of your income, if you are disabled and unable to work or work in a reduced capacity. | $8,000 /month | $285.28 |

**How you’re paying for your cover**

Because you’ve chosen a… *[insert stepped/level paragraph]*

…stepped premium, you can expect your upcoming premium to increase. This is because life insurance premiums are predominantly based on the risk of certain events happening to you, and these risks increase with age as serious illnesses become more common as we get older. With a stepped premium, the cost of your cover is recalculated each year based on your age at your anniversary.

OR

…level premium, your premiums won’t change with the increase risk associated with being a year older. Instead, your premiums are marginally more expensive in the early years of cover but you will avoid significant increases as you age – which will save you significant premiums in the long run.

*[+/- Indexation]*

**Indexation**

Recall that you have chosen to have indexation on your policy – which is an automatic increase to your sum insured to ensure the value of your policy is inflation adjusted. This feature is optional – which means that you’re able to switch it off in any given year. Please give me a call if you’d like to discuss whether indexation is right for you this year.

**Importantly, your cover is flexible and needs to be adjusted to your changing needs**

It’s my duty of care to you to ensure that your cover continues to be ideally suited to your needs – doing so enables you to continue to get great value for money cover.

**To help us tailor your cover,** over the last year, have any of these happened to you? *[insert relevant list]*

* Welcomed any new members to the family?
* Changed jobs or got a promotion?
* Paid down any large debts?
* Taken on any new debts?
* Stopped smoking?
* Lowered your BMI?

If so, it’s important you let me know so I can conduct a cover review with you to adapt your policy to your new circumstances.

Please give me a call on adviser phone, or simply reply to this email, and I’ll schedule an appointment at a time that suits you over the next month.

Sincerely,

Adviser

<Insert disclaimer>