

Two for Two Adviser FAQs



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FOR LIFE

Q. What is the campaign offer?

AIA Australia will waive the **policy fee for the first two (2) years of the policy**, and where applicable **AIA Vitality Contribution Fee for the first two (2) AIA Vitality membership years**, for eligible clients when they submit an application for any new business eligible Priority Protection (PP) or Priority Protection for Platform Investors (PPPI) policy within the campaign submission period.

Q. What are the key terms and conditions?

- New business PP or PPPI (excl. PP Express) policy applications submitted between **9am AEST Monday 4 December 2017** and **5pm AEST Friday 31 August 2018** (excl. existing policy alterations and any cancel and replace applications) are eligible.
- The fees and charges waived include:
 - the **policy fee**, which will be waived for the first two (2) years of the policy and;
 - the **AIA Vitality Contribution Fee** (where the client has opted to attach AIA Vitality to their eligible new PP or PPPI policy application), which will be waived for the first two (2) AIA Vitality membership years (excl. existing AIA Vitality members)

Q. When is the campaign submission period?

The campaign submission period will run from **9am (AEST) Monday 4 December 2017 to 5pm (AEST) Friday 31 August 2018**. Paper applications will be accepted up to 5pm (AEST) 14 September 2018, provided they are received by AIA Australia by this date, and the quote was performed and application signed before 5pm (AEST) 31 August 2018.

Q. What fees and charges are being waived?

Subject to all other campaign terms and conditions, the following fees and charges will be waived on eligible PP or PPPI policy applications submitted within the campaign submission period:

- **Policy fee** – a saving of at least \$82.53 per annum for the first two years of the policy only
- **AIA Vitality Contribution Fee** – a saving of \$120 per annum for the first two AIA Vitality membership years only. This annual fee is charged if your client opts to attach AIA Vitality.

Q. How long will the fees and charges be waived for?

- The policy fee, will be waived for the **first two (2) years of the policy**. After that time, the policy fee will apply.
- The AIA Vitality fee will be waived for the **first two (2) AIA Vitality membership years**. After that time, the AIA Vitality contribution fee will apply

Q. Will the fees being waived be included in eApp® Express quotes?

Yes. eApp® Express quotes will automatically apply the 'Two for Two' campaign. The Policy Fee and AIA Vitality Contribution Fee will still be displayed, however will be shown as \$0. The campaign will also be automatically applied to non-submitted quotes and/or draft applications that are resumed within the campaign submission period. You will be notified via a pop up message on eApp® Express, when the campaign has been applied.

Premium projections obtained via eApp® Express will reflect the campaign savings for the first two years only, with the applicable fees being included from year three onwards. Note – as the AIA Vitality Contribution Fee is a separate charge and not part of the policy premium, this is not included in any premium projections.

Q. If I alter, or cancel and replace an existing policy, will it be eligible for the campaign?

Existing policy alterations, and/or cancel and replace policies are not eligible for the campaign.

Q. Will the minimum annual premium still remain at \$300pa, even though this includes the policy fee?

Yes. The minimum annual premium will remain at \$300pa, even though this includes the policy fee.

Q. If my client opts to submit an application for two or more policies that both/all contain eligible PP or PPPI products, will the fee free period apply to all policies?

Yes. Subject to all other campaign terms and conditions, if your client submits more than one eligible policy application within the campaign submission period, the campaign will apply to all policies.

Q. If my client has an existing policy, and takes out a new eligible policy, is the policy fee still waived?

No. The policy fee waiver will not apply when a policy holder has an existing PP or PPPI policy. However, only one policy fee is charged per life insured regardless of the number of plans, benefits or policies purchased. Therefore, any new policy applications for the life insured are not charged an additional policy fee.

Q. Will the policy fee still be waived if my client does not attach AIA Vitality?

Yes. Subject to all other campaign terms and conditions, if your client does not attach AIA Vitality, the policy fee will still be waived on any eligible PP or PPI policy application submitted within the campaign submission period.

Q. My client is an existing member of AIA Vitality, but has submitted a new eligible policy application. Will the AIA Vitality Contribution Fee still be waived for existing AIA Vitality members?

No. If your client is an existing AIA Vitality member, they will not be eligible to have the AIA Vitality Contribution Fee waived. However, as the client is an existing AIA Vitality member, they will qualify for the applicable upfront discounts on their new policy applications.

Q. If my client opts to attach AIA Vitality after I have submitted their eligible new business PP or PPPI application, but still within the campaign submission period, will the AIA Vitality contribution fee still be waived?

No. To be eligible to have the AIA Vitality contribution fee waived, AIA Vitality must be attached to the original new business PP or PPPI application submitted in the campaign submission period.

Q. Do existing PP or PPPI discounts apply?

Yes. Subject to all other campaign terms and conditions, all existing PP and PPPI discounts will continue to apply both during and after the campaign period. These include:

- 12.5% Bundled discount – refer to the Adviser Guide or contact your CDM or CDA for more information
- Up to 30% Large sum insured discount – refer to the Adviser Guide or contact your CDM or CDA for more information
- An upfront premium discount of 12.5% on eligible Lump Sum benefits and 7.5% on eligible Income Protection benefits where AIA Vitality is attached to the policy.

Q. If my client opts to attach AIA Vitality, will they still receive all AIA Vitality benefits, rewards and premium discounts once the fee free period end?

Yes. Subject to all other campaign terms and conditions, if your client opts to attach AIA Vitality, they will have access to all of the standard AIA Vitality benefits, rewards and premium discounts subject to the AIA Vitality Contribution Fee being paid from year three to maintain membership of AIA Vitality.

For more information on AIA Vitality benefits, rewards and premium discount download the AIA Vitality playbooks via the Adviser section of aia.com.au.

Please note the AIA Vitality Contribution Fee must be paid from year three of the policy to maintain membership of AIA Vitality and receive any applicable discounts on premiums.

Q Where can I find out more information?

For more information download the full terms and conditions at <https://resources.aia.com.au/rs/482-ROS-457/images/TwoforTwoTCs.pdf>, contact your CDM or CDA, or call 1800 033 490.