

TRAUMA

&

TOTAL PERMANENT DISABLEMENT

Understanding the Differences



Trauma Insurance

will provide a lump sum benefit if you are diagnosed with a specific illness such as a heart attack, cancer or stroke



Total & Permanent Disablement (TPD)

insurance pays a lump sum if you become totally and permanently disabled as a result of injury or illness. In order to be able to claim, you will need to meet the policy definition of your policy

THE LIKELIHOOD OF A TRAUMA EVENT OR DISABILITY

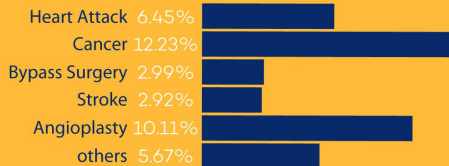


30
years old

male
non-smoker



Conditions which are more likely to occur as part of his morbidity risk:



MOST COMMON DEFINITIONS:

Any Occupation

unlikely to be able to work again in 'any occupation'

Own Occupation

unlikely to be able to work again in your 'own occupation'



35
years old

male

Chance of disability lasting for 3 months or more, if disabled



Chance of disability being:



WHAT IF I CHOOSE ONE COVER ONLY?

	Trauma Only	TPD Only
IMPLICATIONS	<i>Potential shortfall in your protection portfolio for Mental & nervous disorders Musculoskeletal Injuries Other events which would leave you totally and permanently disabled but not qualify for a trauma event.</i>	<i>Potential shortfall in your protection portfolio for Suffering an illness event such as cancer or a heart attack which doesn't prevent you from returning to work.</i>
SCENARIO	Severe burns to the hands of a surgeon may not satisfy the trauma definition to pay a claim but could result in the surgeon being unable to perform the duties of their occupation ever again.	A severe stroke may impact your lifestyle for a short period of time, however may not render you totally and permanently disabled which is requirement for you to qualify for a TPD claim.

LEADING CAUSES OF CLAIMS

TRAUMA



Musculoskeletal
Cancer
Mental Illness

TPD



Cancer
Heart Disease
Neurological Disorders

These were the leading causes of Trauma and TPD claims across major insurers in 2013.

The critical thing to note here is that two of the three leading causes of TPD are not covered under trauma policies - supporting the packaged portfolio concept.

2013 CLAIMS BY PRODUCT TYPE

TRAUMA



\$621,792,884

number of claims

4,512

TPD



\$898,294,364

number of claims

10,756

IS IT TIME TO CONSIDER PACKAGING YOUR INSURANCE COVER?