

Alterations for Affordability Guide – TPP



TOWER PROTECTION POLICIES FOR ADVISER USE ONLY

We're focussed on keeping insurance affordable and making sure we can continue to provide the support your clients need now, and into the future.

We understand that increases to premium costs can cause affordability challenges for your clients, and that it's important to have options available to help address this.

To assist, we've summarised a number of product alterations and the potential premium savings that may be available to your existing Tower Protection clients, if affordability is a concern.

Please be aware that these alterations, once made, are not able to be reversed or will require our approval to change again.

Please see the tables for more details and contact us if you have any questions.

Product alterations	Approximate premium reduction
Decline indexation (For some benefits, indexation may automatically cease at anniversary prior to age 65)	3%, depending on the indexation factor applied (As an example, declining a 3% increase in your client's cover amount could reduce premiums by up to 3%)
Change premium frequency to Half-Yearly/Annual	Up to 8% (including Stamp Duty and Policy Fee)

Depending on your clients' needs and circumstances, they may consider reducing their sum insured to help reduce premiums.

Note that the 'Approximate premium reduction' above does not apply to policy fee or stamp duty except where stated otherwise.

Income Protection benefit alterations	Approximate premium reduction
Change from Agreed Value ¹ to Indemnity	Up to 15%
Change between IP cover types ²	
• Income Protection Plan Plus to Income Protection Plan	Up to 19%
Remove Increasing Claims Option ³	
• Where benefit period is 1,2 or 5 years	Up to 7%
• Where benefit period is To age 65/70	Up to 20%
Change waiting period ⁴	
• From 4 weeks to 8 weeks	Up to 18% ^
• From 4 weeks to 13 weeks	Up to 31% ^
Change benefit period ⁵	
• From To age 65 to 5 years	Up to 29% ^

¹ Agreed Value is no longer available. If your client changes to Indemnity, they will not be able to reverse this decision at a later date.

² If your client changes from Income Protection Plus to Income Protection Plan, they will not be able to change back to Income Protection Plus in the future.

³ Once removed, this option will no longer be available to add back at a later date.

⁴ If your client increases their waiting period, they will not be able to reverse this decision at a later date.

⁵ If your client reduces their benefit period, they will not be able to reverse this decision at a later date.

^ This projection is based on a 40-year-old non-smoker male; AAA occupation, stepped premiums, monthly benefit of \$4,000 (Indemnity), 4 week Waiting Period, Benefit Period To age 65.

Lump sum benefit alterations	Approximate premium reduction
Remove Premium Relief option ⁶	Up to 7%
Remove Business Insurance option ⁶	Up to 13%
Remove Crisis Buy-Back option ⁷	Up to 13% *
Remove Advanced Payment for Cancer Option ⁸	Up to 5% *
Change TPD definition from Own to Any Occupation ⁹	Up to 37%

⁶ Once removed, this option will no longer be available to add back at a later date.

⁷ If your client removes the Crisis Buy-Back Option, it will no longer be available to add back at a later date.

⁸ If your client removes the Advanced Payment for Cancer Option, it will no longer be available to add back at a later date.

⁹ If your client changes from Own to Any Occupation, they will not be able to reverse this decision at a later date.

* This projection is based on a 40-year-old non-smoker male; stepped premiums.

Important Information: Please Read

The tables above apply solely to the Tower Protection Policies Plan.

These tables are for illustration purposes only. We recommend contacting the TAL administration team to obtain a tailored quote for any specific policy change requests.

Any reduction in premium will depend on a range of factors including, and not limited to,

- age,
- occupation,
- gender,
- smoker status,
- premium type,
- commencement date of the benefit,
- the product you hold, and,
- when you began your cover.

Not all alterations will result in a premium reduction for all policies.

The premium reduction percentages estimated above are based upon policies with no extra cost options selected (except the alterations involving removal of an option). Percentages may differ for policies with optional benefits included.

The premium reduction percentages included in this document are indicative only, and are based on Tower Protection Policies Plan premium rate changes, effective 1 August 2025. Reduction estimates are valid between 1 August 2025 and 31 July 2026. Please note that there may be other options available for your clients other than those listed in the above tables.

How to apply

Applications for policy alterations can be made having your clients complete a **Policy Alteration Application** form or sending a signed letter.

All forms are available on the TAL Adviser Centre. Forms can be completed using AdobeSign or DocuSign and emailed to customerservice@tal.com.au.

Please note any decision to reverse an alteration in most instances (such as requesting to revert to Agreed Value , increasing sum insured, adding options and benefits, increasing benefit period, decreasing waiting period), will not be available.

For more information, contact your TAL sales representative or the Adviser Service Centre on **1300 286 937** (Monday to Friday 8am – 7pm AEST) or via email at **acceleratedservices@tal.com.au**

www.tal.com.au

Important Information: This information has been prepared for use by advisers in their professional capacity only. We do not approve this document being provided directly to clients, as the customer should obtain a quote to be certain of any actual premium change. Any financial product advice is general in nature only and does not take into account any person's objectives, financial situation or needs; as such, the appropriateness of the advice for any person should be considered, having regard to those factors. Before making any decision to alter or to continue to hold Tower Protection, advisers and their clients should consider the relevant Product Disclosure Statement(s) available on request by contacting us. This document was prepared by TAL Life Limited and is current at June 2025. This information may be subject to change. Copyright 2025 TAL Life Limited.

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The TAL logo consists of the letters 'TAL' in a bold, green, sans-serif font. The 'T' and 'A' are connected, and the 'L' is separate.