

# TPD Severity

## Case Study



### Content: Case study

#### Step 1: Exploring options

Following a near-accident, Alex – a working partner and parent – starts to think seriously about financial security. If Alex ever becomes unable to work due to illness or injury, how will they and their family survive financially?

To find answers, Alex meets with a financial adviser to discuss their insurance options. During their discussion, Alex's financial adviser outlines **Total and Permanent Disability (TPD)** insurance, outlining its importance in the event that you can never work again due to illness or injury. They also talk Alex through the key areas a TPD policy could protect Alex and his family including for additional needs such as medical care, potential changes to the family home (e.g. ramps for wheelchair access) or disability support.

#### Step 2: Finding a smarter solution

Alex's adviser highlights that the financial impact of disability varies with its severity. Some expenses would always apply, while others would become more significant in severe cases. To deal with this challenge in a way that delivers Alex the best value that is aligned to their needs, Alex's adviser recommends TPD Any Occupation with a portion of **TPD Severity**.

This approach keeps premiums at an affordable level, and tailors benefit payments to the severity of the disability.

This way, Alex's cover is targeted to provide more support when the need is greatest.

#### Step 3: Customising the cover

Alex and their adviser explore how TPD Severity could work alongside TPD Any Occupation as a smarter application of Alex's budget. This tailored strategy allows Alex to safeguard their family's future while still leaving room for other financial goals, such as saving and investing for the future.

After comparing different benefit splits and their impact on coverage and premiums, Alex chooses the balance that meets his budget, ensuring both financial protection and peace of mind for their family.

