

# TPD insurance:

Your safety net when you can't work again



**Total and Permanent Disability (TPD) insurance** provides a lump sum payment if you become unable to work again due to serious illness or injury. This insurance can help ease financial pressure by covering expenses for you and your family – for example, medical bills, debts, disability modifications to your home, and everyday living costs.

There are a couple of ways that TPD insurance can be structured:

- **Own Occupation TPD** only considers whether you can return to the job you were doing before your disability.
- **Any Occupation TPD** looks at whether you can work in any job that suits your education, training, and experience.

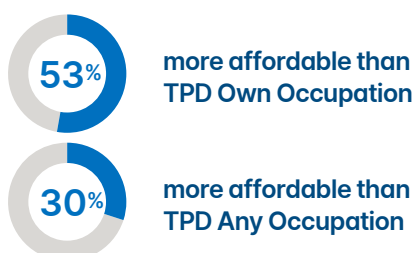
Industry-wide, TPD claims have risen sharply in recent years. At Acenda, we recognise this has created challenges for both you and your clients. As the nature of work evolves, medical technology advances, and societal attitudes shift, we believe it's time to critically reassess TPD cover and develop insurance solutions for today's modern workforce.

## Introducing TPD Severity

To address these industry concerns, and give you and your clients more flexible options, Acenda now offers a third TPD cover option: **TPD Severity**.

Designed to work alongside your existing Own Occupation or Any Occupation TPD cover, TPD Severity gives you greater flexibility and choice when structuring TPD cover to meet your clients needs and budgets. The choice is yours as to how much of the cover you allocate to Own, Any or TPD Severity.

For the same benefit amount, TPD Severity is:



To ensure a fair and consistent evaluation, mental health and physical claims under TPD Severity are assessed using recognised medical evaluations: the Psychiatric Impairment Rating Scale (PIRS), and Whole Person Impairment (WPI).

## Example scenario

A client approaches an adviser seeking guidance on protecting themselves and their family in the event of death, illness and injury. The adviser identifies various insurance needs, including a need for \$1,000,000\* TPD insurance to provide long term financial security if the client is permanently unable to work. However, the client is concerned with the cost.

To ensure the client has the amount of cover recommended, the adviser could suggest a tailored split of TPD Cover factoring in TPD Severity. After further conversations with the client, the adviser establishes that the best use of the clients budget would have the TPD structured as follows:

- \$700,000 TPD Any Occupation
- \$300,000 TPD Severity

This structure ensures the client has the recommended amount of cover whilst keeping the premium manageable.

\* amount used as an indicative guide to illustrate the example only.



## Empower your advice with a clear understanding of TPD Severity

Speak with your BDM to find out how TPD insurance with Acenda's new TPD Severity option can help you offer your clients greater flexibility, affordability, and peace of mind. Protect yourself and your loved ones – ask about your cover options today.