

MAY RISK ROADSHOW

8.45 am	Arrival
9.00 am	Welcome and open
9.15 am	<p>The Cost of Care</p> <p>Can you articulate with clarity the illness journey and what it may cost your client?</p> <p>Insurance strategies help to protect clients from the financial impact of illness yet do we truly understand what illnesses can cost and are we able to articulate the likely financial expedition associated with recovery?</p> <p>Zurich have engaged medical specialists and combined their specialist knowledge with the latest likelihood and recovery data to help advisers within our profession paint a more accurate reality for their insurance customers, ultimately helping those in the community make a more informed decision about the true financial impacts associated with traumatic events</p> <p>Adam Crabbe, Zurich</p>
10.00 am	<p>Best Interest Duties</p> <p>Can I move my client from one insurer to another? How does this apply with 'Best interest duties'? In this session we will go into detail as what is 'Best interest duties' and how it is applied and considered in my day to day of running a business.</p> <p>Luke Ashby, BT Life</p>
10.45 am	Morning tea

Industry Fund Insurance – Don't fault with default

This session highlights some of the key general policy terms and definitions of insurance contracts offered by industry funds.

Learning outcomes:

- Build a framework to interpret the key policy terms and conditions of default insurance: terminology used and differences within each Fund
- Highlight how you can help your clients understand:
- the cover they have in an industry fund/s including options to fix and increase cover, life events and obtain additional cover with limited or full underwriting
- keep that cover in place in general – frequency and type of contributions, account balance requirements, change of occupation and other
- and importantly identify and provide advice on any gaps within the cover and future steps.
- Update on Treasury Laws Amendment Bills – Protecting your Superannuation Package Bill 2018 and Putting Members' Interests First Bill 2019

11.00 am

Kyleigh Perkins, CommInsure

11.45 am Closing summary