

9:00 AM (15 min)	<p><b>Welcome and Insurance Update</b> <b>David Spiteri, Centrepont Alliance</b></p>
9:15 AM (45 min)	<p><b>Ethics and the Risk Management Process</b></p> <p>The introduction of the FASEA Code of Ethics in 2020 signalled the need for financial advisers to refresh and refocus their financial planning process with an emphasis on the ethical delivery of advice.</p> <p>This presentation focuses on the provision of risk advice, firstly by identifying the steps in the risk advice process, then considering the ethical values and standards that apply to each step. This approach provides a useful summary of the ethical values and standards that need to be considered in providing risk advice that is compliant with the FASEA Code of Ethics.</p> <p>The presenters will use illustrative examples to highlight the operation of each of the ethical standards in a practical way and ask audience participants to provide input through a series of interactive polls.</p> <p><b>Scott Hogar, David Glen, Lisa Ruchel - National Technical Managers - TAL</b></p>
10:00 AM	<p><b>Morning tea</b></p>
10:15 AM (45 min)	<p><b>The new world of income protection advice</b></p> <p>A technical strategy workshop designed to help advisers prepare for the new income protection product settings coming into play on 1 October 2021. We focus on the role that these next generation IP products will now have to play alongside Trauma, TPD and Life cover as part of the client's broader wealth protection plan.</p> <p>We also examine the all-important structuring considerations at inception of the IP policy by weighing up the pros and cons of housing IP inside and/or outside of the superannuation environment and discuss how group and retail policies now compare.</p> <p><b>Ben Martin – Technical Manager - AIA</b></p>

11:00 AM  
(1 hour)

### **IDII revolution and advice insights**

APRA intervention and reshaping impacts

The APRA IDII intervention will see all existing income protection policies become legacy by 1 October 2021. The new IDII products are seeking to ultimately stabilise and restore industry sustainability; unfortunately some premium volatility on current IDII product will continue and impact risk strategies.

The challenge will be finding the right balance between: affordability, sustainability for client's over time and self-insurance, which are the framework for best interest duty. IDII is changing forever. By deconstructing today's strategies and reimagining how we construct risk protection portfolios by adapting and applying a core and satellite approach, across both income and lump sum products, we can help client's navigate the changing IDII landscape.

**Mark Neil – Risk Strategy Risk Specialist - Zurich/OnePath**