



Continuation Options: a guide



One of the biggest advantages of group risk is continuation options. When members leave their plan and resign from an employer who provides insurance cover, they can take their cover with them. As their plan's adviser, this is a wonderful opportunity to add value while generating revenue. Here's your quick guide to continuation options.

Who is eligible for a continuation option?

Members are deemed eligible for a continuation option if they meet the following conditions:

- are aged less than 60;
- have continuing permanent employment working at least 15 hours per week (25 hours for agreed value policies), in an occupation acceptable to AIA Australia;
- are Australian Citizens or permanent residents at the time of application;
- are not leaving their plan or their employer because of sickness or injury; and
- have no pending claims or intentions to claim under the group policy.

What are the benefits?

Benefits to advisers	Benefits to eligible members
<ul style="list-style-type: none"> ✓ Quick and easy process: no underwriting of members required ✓ Opportunity to turn group members into retail clients ✓ Extra revenue ✓ Add value to employer-group risk client and enhance existing relationship 	<ul style="list-style-type: none"> ✓ Retain their valuable life, TPD and/or income protection cover for the future, wherever their career takes them (this is particularly important for members with sub-standard health, or those who are otherwise uninsurable or unable to obtain cover due to deteriorating health) ✓ Extended cover for up to 60 days of leaving their employer or group plan at no additional cost, while they consider their options or shop around ✓ No evidence of health needs to be submitted – this means no medical tests or health questionnaires

What are the terms and conditions?*

1. Members must apply for the continuation option within 60 days of leaving their plan or employer (as applicable).
2. The continuation option individual retail policy offered is subject to the same premium loadings and exclusions that applied under the group policy and also subject to the terms and conditions that apply to all retail policies at time of application. A satisfactory Australian Citizen or Residence Declaration and Smoker Declaration will also need to be completed by the applicant.
3. Salary continuance continuation option policies are indemnity-based, however agreed value policies are available subject to the following:
 - available to permanent employees only working at least 25 hours per week who are not self employed (sole trader, partnership, employee of own company)
 - confirmation of income and
 - standard financial requirements will be required for applications greater than \$20k per month (e.g. assets and liabilities will be required)

** Please note that these terms and conditions may be subject to change. See the latest AIA Australia Group Insurance Product Information Booklet for full details.*

What is the process?

The process is easy. To assist your clients in exercising their continuation option, simply provide the following information to AIA Australia staff via email continuationoptions.aus@aia.com:

1. Plan name and number
2. Termination date of the member
3. Smoking status
4. Occupation going forward
5. Your email address so that the continuation option quote(s) and forms can be emailed to you.

Alternatively, phone AIA Australia on 1800 350 883 if you require further assistance with the process.

More questions?

Contact AGI Business Development Manager on 02 9190 2504 or email sales@agigroup.com.au.