



Product Comparison: AIA Real Life and AIA Living Life

This document is provided for guidance purposes only and is not designed to be relied upon as providing an exhaustive list of the differences between our AIA Real Life and AIA Living Life. It is your responsibility to take the appropriate steps to satisfy yourself that you understand and explain the differences between each policy and how that impacts on the individual circumstances of your client.

AIA takes no responsibility for the financial advice you provide to your client in this regard.

	Benefit	Key	Key Difference
1.1	Expiry Age	Yellow	AIA Real has an expiry age of 100 years. AIA Living has no expiry age.
1.2	Worldwide Cover	Green	
1.3	Suicide Exclusion	Green	
1.4	Policy Value	Green	
1.5	Life Cover Benefit	Yellow	AIA Real requires death of life assured to occur before 100 years old.
1.6	Terminal illness	Green	
1.7	Terminal Illness Booster Benefit Option	Red	AIA Living does not have this benefit.
1.8	Specified Terminal Conditions Benefit	Red	AIA Real does not have this benefit.
1.9	Bereavement / Funeral	Green	
2.1	Parents Grieving	Yellow	AIA Living has additional event of: Child of life assured dying prior to birth but at least 24 weeks gestation (where life assured is biological mother).
2.2	Special Events Increase Facility	Yellow	Different maximum increase amounts and maximum age.
2.3	Special Events TPD/Trauma Facility	Green	
2.4	Financial / Legal Advice	Yellow	Different payment amounts and payment method i.e. lump sum v reimbursement.
2.5	Repatriation Benefit	Red	AIA Real does not have this benefit.
2.6	Counselling	Green	
2.7	Premium Conversion	Yellow	AIA has maximum age of 65 years.
2.8	Premium Suspension	Yellow	Different time limits and qualifying events.
2.9	Future Insurability	Yellow	Different time limits, maximum increase amounts and maximum age.

Key



Not available in both



Similar with slight difference



Same or very similar cover



	BENEFIT/FEATURE		AIA REAL LIFE	AIA Living Life
1.1	Expiry Age		Cover renewable to age 100 years.	Renewable each year with no age limit.
1.2	Worldwide Cover		Cover applies anywhere in the world.	Provides cover anywhere in the world, 24 hours a day.
1.3	Suicide Exclusion		AIA is not liable to pay if the life insured dies by his/her own hand within thirteen (13) months of the policy start date.	AIA will not pay any benefit where the life assured dies or becomes terminally ill as a direct or indirect result of an intentional self-inflicted act (whether sane or insane) within 13 months of the risk commencement date
1.4	Policy Value		The policy does not participate in bonus distribution or acquire a cash surrender value, loan or maturity value.	This policy does not participate in the profits of AIA. The policy has not surrender value if it is cancelled.
1.5	Life Cover Benefit		If the life insured dies we will pay the current life cover benefit sum assured.	AIA will pay a Life Cover Benefit when the life assured for the benefit, as specified in the schedule, dies.
1.6	Terminal illness		Diagnosed with illness likely to result in death within 12 months of diagnosis. Lump sum payment 'up to' the amount of the Life Cover Benefit.	Diagnosed with an illness which will result in death within 12 months, irrespective of any treatment the life assured may receive. Lump sum payment of up to 100% of the Life Cover Benefit.
1.7	Terminal Illness Booster Benefit Option		Optional benefit that provides a lump-sum amount of 50% of the life cover benefit, subject to a maximum payment of \$250,000, should the Life Assured be diagnosed by as having an illness which is likely to result in the death of the life assured within twelve (12) months of diagnosis, and they have survived thirty (30) days after diagnosis.	Not available



1.8	Specified Terminal Conditions Benefit		Not available	<p>Paid on unequivocal diagnosis of following incurable terminal conditions:</p> <ul style="list-style-type: none"> • Motor Neurone Disease • Exocrine Pancreatic Cancer (Stages 3 or 4) • Non-Small Cell Lung Cancer (Stage 4) • Distal Oesophageal Cancer (Stage 4). <p>The lower of 30% of the Life Cover Benefit; or \$250,000.</p> <p>Treated as an early partial payment of the Life Cover Benefit. The Life Cover Benefit will then be reduced by the amount paid under the Specified Terminal Conditions Benefit.</p>
1.9	Bereavement Support / Funeral		<p>On written notification of death of life assured. Lump sum payment \$15,000 (or the Life Cover Benefit, whichever is the lesser).</p> <p>The Life Cover Benefit will be reduced by the amount paid.</p> <p>One per life assured.</p>	<p>On written notification of death of life assured. Lump sum payment \$15,000 (or the Life Cover Benefit, whichever is lower).</p> <p>The Life Cover Benefit will be reduced by the amount paid..</p> <p>One per life assured.</p>
2.1	Parents Grieving		<p>Lump sum payment if a child of a life assured dies.</p> <p>Payment amount:</p> <ul style="list-style-type: none"> • \$2,000 if the child is under ten (10) years of age; and • \$15,000 if the child is ten (10) years of age or older <p>One payment per child under this policy or any policy. Will not reduce the life cover benefit. Ceases at child reaching age 21.</p>	<p>Lump sum payment if a:</p> <ul style="list-style-type: none"> • child of a life assured dies prior to birth but after at least 24 weeks gestation, where life assured is biological mother; or • child of a life assured dies. <p>Payment amount:</p> <ul style="list-style-type: none"> • \$2,000 if the child is under 10 years of age; or • \$15,000 if the child is 10 years of age or over. <p>One payment per child across all AIA policies. Will not reduce the life cover benefit. Ceases at child reaching age 21.</p>

2.2	Special Events Increase		<p>This facility can be exercised any time prior to the life assured reaching age 69. Requests for increases must be made within 12 months of a special event except where the request relates to a mortgage covering a residential investment property which must be made within 90 days of taking out the mortgage.</p> <p>The maximum increase for each special event cannot exceed the lower of 50% of the original life cover benefit or \$300,000.</p> <p>The total increase in the sum assured in respect of the aggregate of all special events is limited to \$600,000 across all policies for each life assured.</p>	<p>This facility can be exercised any time prior to the life assured reaching age 55. Requests for increases must be made within 12 months of the special event and AIA provided with suitable evidence of the occurrence of the event.</p> <p>The maximum increase for each special event cannot exceed the lower of 50% of the original life cover benefit or \$250,000.</p> <p>The total of all increases made under this facility cannot exceed the lower of 100% of the original sum assured or \$750,000.</p>
2.3	Special Events TPD/Trauma Facility		<p>On a special event occurring for a life assured they can choose to add any one of the following:</p> <ul style="list-style-type: none"> • An accelerated Trauma Cover benefit; or • An accelerated “any occupation” Total and Permanent Disability Benefit with an expiry age of sixty-five (65); <p>to the life cover for that life assured, without providing further medical evidence.</p> <p>The increase in respect of each special event will be restricted to the lesser of:</p> <ul style="list-style-type: none"> • 50% of the original sum assured for that life assured; or • \$100,000. 	<p>On a special event occurring for a life assured they can choose to add any one of the following:</p> <ul style="list-style-type: none"> • An accelerated Critical Conditions benefit; or • An accelerated Progressive Care benefit; or • An accelerated “any occupation” Total and Permanent Disablement Benefit with an expiry age of 65; <p>to the life cover for that life assured, without providing further medical evidence.</p> <p>The increase in respect of each special event will be restricted to the lesser of:</p> <ul style="list-style-type: none"> • 50% of the original sum assured for that life assured; or • \$100,000.
2.4	Financial and Legal Advice / Financial Planning and Legal		<p>On payment of the Life Cover Benefit or Terminal Illness Benefit AIA will pay an additional lump sum of \$1,000 (GST incl) for the purposes of seeking financial planning and/or legal advice.</p>	<p>On payment of the Life Cover Benefit, Specified Terminal Illness or Terminal Illness Benefit AIA will reimburse up to \$2,500 (GST incl) that is paid for financial planning or legal advice.</p>

2.5	Repatriation		<p>Not available</p>	<p>If the life assured dies while overseas, AIA will reimburse the policy owner(s) for the costs of returning the life assured's body to New Zealand upon receipt of evidence.</p> <p>The maximum amount is 5% of the life cover sum assured up to a maximum of \$20,000 per life assured across all AIA policies for that life assured.</p> <p>The Repatriation Benefit will be treated as an early payment of the Life Cover Benefit. The Life Cover Benefit will then be reduced by the amount paid.</p>
2.6	Counselling		<p>Covers the cost of a Psychiatrist or Psychologist consultation and/or counselling for the life assured and a close relative where it relates to a claim under the policy.</p> <p>We will reimburse up to \$2,500 (GST incl).</p> <p>The counselling must be paid for within three months of the claim being paid.</p>	<p>Covers the cost of a Psychiatrist or Psychologist consultation and/or counselling for the life assured and a close relative where it relates to a claim under the policy.</p> <p>We will reimburse up to \$2,500 (GST incl).</p> <p>The counselling must be paid for within three months of the claim being paid.</p>
2.7	Premium conversion / Conversion option		<p>This benefit enables the life assured the option to convert all or part of their Life Cover benefit from their existing premium specified in their policy schedule to a level premium or further level premium structure without medical evidence.</p> <p>Any time prior to reaching age 65.</p>	<p>This benefit enables the life assured the option to convert all or part of their Life Cover benefit from their existing premium specified in their policy schedule to a level premium or further level premium structure without medical evidence.</p>
2.8	Suspension of Premium		<p>This benefit enables the life assured to suspend their benefit for the below listed reasons:</p> <ul style="list-style-type: none"> • Employer approved leave without pay; or • Overseas travel; or • Employer approved parental leave; or • Tertiary Education; or • Redundancy; or 	<p>This benefit enables the life assured to suspend their Life Cover benefit if they go on parental leave, or go on leave without pay for any reason for up to 12 months.</p> <p>Other criteria:</p> <ul style="list-style-type: none"> • Premium must be rate for age. • Must notify AIA within 3 months of leave commencing. • No claim payable during this time.

			<ul style="list-style-type: none"> Any other event AIA New Zealand agrees to, at its sole discretion. <p>No claim payable during this time. However do provide life assured with complimentary Accidental Death cover (lesser of up to \$100,000 or the sum assured).</p>	
2.9	Future Insurability Option / Optional Life Future Insurability		<p>You may Increase the Life Cover Benefit without further medical or financial evidence on the policy anniversary date of the policy by the lesser of:</p> <ul style="list-style-type: none"> 20% per annum of the original Life Cover Sum Assured; or 20% per annum of the current Life Cover Sum Assured; or \$250,000. <p>Total maximum: Lesser of one times the original life sum assured or \$1,000,000.</p> <p>Criteria:</p> <ul style="list-style-type: none"> Within 90 days after policy anniversary date. No more than 5 increases in total. No increase may be made after the 55th birthday of the life assured. 	<p>The original Life Cover Benefit may be increased without the need to provide further medical evidence by the greater of:</p> <ul style="list-style-type: none"> Up to 20% of the original Life Cover Benefit; or \$100,000. <p>Total maximum: Lower of twice the original life benefit or \$1,000,000.</p> <p>Criteria:</p> <ul style="list-style-type: none"> Every three years on the anniversary date. Within 60 days after the anniversary date. Cannot be used in same 12 months as a special events increase. Expires on the 60th birthday of the life assured.

Please Note:

This comparison is a product summary only.

Please refer to the Policy Wordings for AIA's full requirements and eligibility criteria.

The content is not a personalised financial adviser service under the Financial Advisers Act 2008.

This comparison is based on information current as at August 2019 and is subject to change.