I-Protect Insurance Programme

~ Protect Your Clients
~ Protect Your Database
~ Build Your Business

Not for general distribution – for adviser and referral partner use only

The I-Protect Insurance Programme has been designed to allow Finance & Mortgage Brokers to offer their Clients a comprehensive personal risk insurance service. The product is vastly superior in terms of value for money and breadth of cover than many other offerings in the Broker space.

At the same time it allows Brokers to significantly enhance their remuneration and offers the Broker the opportunity to progress, in stages, from Referral Partner to qualified Financial Planner if they so desire.

Most importantly the Programme allows you to maintain the relationship with your Client rather than hand it over to a large Bank or Insurance Company.

The I-Protect Insurance Programme:

- Offers Life Insurance, TPD, Critical Illness cover, and Income Protection Insurance
- Can be written inside Superannuation ~ thereby reducing your Clients' cash flow concerns
- Is independent of loan values and can be commenced at any time ~ separate to the mortgage
- Utilises state-of-the-art technology to allow your Clients to access 'Financial Planner grade' insurances ~ but without complicating matters with a "full blown" financial plan.
- No need for a separate meeting with a Financial Planner. When your Client is ready to proceed:
    - 15% of policies are fully underwritten at the end of 25 minutes
    - 70% of policies are fully underwritten within 3 days (tele-underwriting)
    - Only 15% of policies require medical records or tests

Giving You Choice & Control

It's your Business and you should have the say in how its run (subject only to relevant Legislation). As such, we give you a number of choices as to how you wish to develop your Client offering and to what extent you want us to support you. Over the page is an outline of the Stages you can progress through as you see fit.

Please Note: While many of our 'business partners' choose to progress through the following stages in turn you can essentially start or stop your journey at any point. This is a genuine opportunity to earn while you learn.

Option 1 - Referral Partner

This is a simple Referral model. You have a choice of offering either a Personal Advice model - where you complete the Fact Find with the Client and we undertake the advice (SoA). Or you can utilise a simple General Advice model. Under this model the Client identifies what types and amounts of insurance they require and removes the need for Fact Finds and SoA. This allows us to assist your Client via a short telephone interview. We have a range of Fact Sheets to assist you and your Client.

Option 2 - Personal Insurance Adviser

Under this option you can undertake the necessary educational components to satisfy ASIC's Tier 1 Insurance requirements and be appointed as an Authorised Representative (Restricted Advice—Insurance). You satisfy your Clients' insurance needs personally and significantly increase your commission share.

For those that are looking to transition to providing holistic financial advice this is a great step towards that and provides solid revenue streams while systematically embedding processes and procedures ahead of a full transition to financial planning.

Option 3 - Financial Planner

If you choose to, you can complete other subjects within the Diploma of Financial Planning and become a fully qualified Financial Planner under I-Plan Financial Planning. This allows you to expand your Client offering into Investment Products and Superannuation.

Under any of the above Options you maintain the Client Relationship and you are the only person who meets face-to-face with your Client.

More Information:

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