

## New improvements for Encompass Protection

**Effective from 9 September 2022**

Since we launched Encompass Protection in April this year, we've monitored our position in the market and we've updating our lump sum premium rates, **effective 9 September 2022**.

This means advisers will see changes in premiums from this date which will improve our competitive positioning. Overall, advisers should find Encompass Protection easier to recommend for most of their clients.

### Summary of new discounts

#### Lump sum pricing

Since we launched Encompass Protection in April this year, we've monitored our position in the market and we've updating our lump sum premium rates, **effective 9 September 2022**.

#### Healthy life discount

We'll be increasing the BMI eligibility range for the healthy life discount to be between 19 and 28.5 inclusive.

This means a 7.5% premium discount will apply to lump sum covers (Life, TPD and Critical Illness Cover) when the insured person meets the following criteria:

- BMI between 19 and 28.5 inclusive
- Non-smoker > 10 years; and
- No loadings or exclusions in the cover being applied for

#### Multi cover discount

A 10% premium discount will apply to Life Cover, TPD Cover and Critical Illness Cover when purchased with Income Protection Cover.

## Further upgrades and changes to Encompass Protection

**Effective from 28 October 2022**

Following the lump sum premium rate changes on 9 September 2022, **we've made some further upgrades and changes that may apply to existing Encompass Protection policies**. The improvements are effective today, **28 October 2022**.

An updated [PDS](#) and [Adviser Guide](#) are now available on our website.

The key improvements and changes are outlined below.

### Improvements

<b>Income Protection (in super only)</b>	<b>Introduction of Supplementary Income Protection Insurance</b> <p>Due to super legislation, if your client is unemployed prior to becoming disabled, they may not be entitled to be paid an Income Protection benefit in super. However, if this happens, Supplementary Income Protection Insurance applies.</p> <p>Supplementary Income Protection Insurance provides identical benefits</p>
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	as the Income Protection Cover in super, including any optional benefits. If no benefit is payable under the Income Protection Cover in super because your client has not satisfied the requirement for temporary incapacity solely because they are not gainfully employed at the time of disability, we will assess if we can pay them a benefit under Supplementary Income Protection Insurance. Supplementary Income Protection Insurance is provided by the Insurer directly to the insured person and doesn't involve the super trustee.
<b>Income Protection (all policies)</b>	<b>Benefit adjustments</b> The policy wording has been improved so that income protection insurances that were disclosed at the time of application will not be offset against your client's monthly benefit.

### Other changes and clarifications

<b>Income Protection (all policies)</b>	<b>Working during the waiting period</b> The policy wording has been updated to clarify that your client can return to work during the waiting period, as long as they meet the requirements of the waiting period definition.
<b>All policies</b>	<b>Australian resident definition</b> The policy wording has been updated to reflect the current Australian Government working visa requirements.

For full terms and conditions, please refer to the Encompass Protection Product Disclosure Statement and Policy Document (PDS) and, if application the Protect Super Plan for Encompass Protection Product Disclosure Statement (Super PDS) available at [encompassprotect.com.au/PDS](https://encompassprotect.com.au/PDS).

### Questions?

**We're here to help.** Please don't hesitate to contact your BDM if you have any questions about these changes or require further information.



[encompassprotect.com.au](https://encompassprotect.com.au)

GPO Box 239, Sydney NSW 2001

e: [customer@encompassprotect.com.au](mailto:customer@encompassprotect.com.au) t: 1300 476 030

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