

AT PPS WE UNDERSTAND THAT IT TAKES TIME, SKILL AND COMMITMENT TO SERVICE YOUR CLIENTS CONTINUOUSLY.

Our enhanced Premiums Under Advice (PUA) will compensate you for your valuable time spent on obtaining new clients and finding solutions for their needs.

As a product suite and portfolio reviewing service, Premiums Under Advice has been enhanced to cater for the different phases in your business and to provide you with a regular income stream — from starting your business, through retirement, and to succession planning or selling your practice.

YOUR BUSINESS AND CLIENT LIFE CYCLE

Your business life cycle is determined by your own life stage, plus the life stage and needs of your clients. PUA has been designed to cater for these changing needs.

CLIENT LIFE STAGE

YOUNG

Young, starting career, low insurance needs and premiums.

STUDENT

PROFESSIONAL

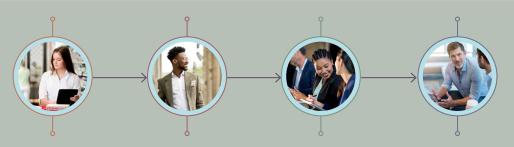
Marriage, children, career advancement, increase in earning ability, can afford higher insurance premiums, debt.

ESTABLISHED PROFESSIONAL

Reaches highest earning potential, career advancement and stability, needs more and diversified insurance, starts thinking about retirement, lots of debt, dependants still dependent on income.

RETIRING OR RETIRED PROFESSIONAL

Need for risk insurance decreases, though some benefits will be required. Servicing of existing benefits requires more investment and retirement planning.



INTERMEDIARY LIFE STAGE

INTRODUCTION

Start-up, low cash flows, needs cash to service clients.

GROWTH PHASE

Provide specialised advice, cross-sell opportunities, referrals for business. Needs cash injection to expand business to be able to better service growing client base.

MATURITY PHASE

Review portfolio more regularly in line with earnings, start consulting clients more on retirement and investments, admin support for clients, e.g. claims submission. Business is matured, needs reliable income stream, in preparation for own retirement.

CONSOLIDATION **PHASE**

Less opportunities to sell risk, but still servicing customers, premiums still being received, focus shifts to investments. Needs regular, reliable income stream. Succession planning or sale of practice.



BENEFITS - WHY PUA?

- · Increased cash flow, lower qualifying requirements
- PUA grows with your business and changes as your business needs change
- For Honours, Masters, PhD and Professor categories, PUA is paid on an as and when basis, for PPS benefits that are in force
- Payment is based on new members acquired, as well as those you have taken over with a letter of authority
- Cross-sell opportunities more products means higher PUA
- PUA increases with the PPS declared annual benefit increases
- · Each year PUA increases with new business, with entry date more than a year ago

R500 000 or more

per month

Lapse rate less

than 6%

• Premium increases due to age-rated premium pattern translate to higher PUA

when status reached

monthly

TIERS AND QUALIFYING CRITERIA

annually, following

year after status

achieved

when status reached

monthly

An in-force PPS contract must exist and the PHD quality measures must be complied with. **MASTERS HONOURS PROFESSOR BACHELORS** 150000 2% 3% 4% 1.5% 1% Payable as and Payable as and Payable as and In force premiums of Lump sum paid

when status reached

monthly

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