



Insurance

PROTECT YOURSELF & YOUR LOVED ONES!!

GOLDEN QUESTION



**WHEN SHOULD I BUY
INSURANCE?**

THE ANSWER IS VERY SIMPLE



YESTERDAY !!

**No one knows when he/she
would need insurance.**

Reasons for individuals not procuring **Enough Insurance!!**



THEY THINK

- They are too young to buy any kind of insurance.
- They are healthy and need not take insurance now.
- Office provides sufficient insurance for them.
- They work in a safe environment and their job is not risky.
- There are too many products in the market, not sure which one is right for them.
- Insurance premium is wasted money. Rather make investments for better returns.

Most individuals do not have a trusted advisor & hence do not know where to start.



But the Facts are...

- Every Individual (of any age) needs some or the other type of insurance.
- It is easier and more **economical to get insurance when an Individual is healthy.**
- Adequacy of any kind of insurance provided by the office must be checked periodically.
- Appropriate Insurance must be purchased irrespective of the nature of the job.
- Various Insurance products are available in the market to suit various needs of individuals.
- **Investment can not replace insurance** as one gets large coverage for a very small premium.

Typically insurance premiums are **only 5% to 10% of one's income.**
Protects one's hard-earned savings and investments made for financial goals.



Important Insurance Types

Term Insurance

- For every earning individual having dependents.
- Covers only financial loss due to death of an individual.

Personal Accident

- For every earning individual.
- Covers permanent or temporary, total or partial disablement.

Health Insurance

- For every individual.
- Covers hospitalization expenses as per the policy schedule.



Term Insurance (Pure Insurance)

- Extremely important in case of the **untimely death** of an Individual. Death Benefit is given to the nominee(s).
- Financial support to achieve important life goals in case of the untimely death of the earning member.
- **Very high Sum Assured (Death benefit) for a very small premium.**
- Premium remains constant throughout the premium paying term (PPT)
- Lesser premium for lower age and better health conditions.
- Option of increasing sum assured (Death Benefit) or constant sum assured.
- Flexible policy term (PT) and premium paying term (PPT)
- Return of Premium (ROP) is possible.
- Proposal is passed only after strict medical and financial underwriting by the insurers.



Personal Accident Policy

- Insurance coverage in case of **Death**, Permanent Total Disability (**PTD**), Permanent Partial Disability (**PPD**), and Temporary Total Disability (**TTD**) due to any kind of accident.
- Sum Insured and premium are based on the income and the risk category of the job of an individual.
- Optional features like accidental hospitalization benefit, loss of job cover, outpatient benefit, children's education grant, broken bones coverage, infectious diseases cover, etc.
- Personal Accident Policy **is different from normal medical insurance** as it covers permanent damages, accident-based injuries & disabilities and gives an assured sum to the nominee.



Health Insurance

- Health Insurance takes care of expenses due to **illnesses and accidents**.
- Hospital expenses are covered under health insurance.
- One can procure a combination of base health insurance & top-up plan to avail overall higher sum insured (SI).
- Option of individual or floater policy is also available.
- With the new age policies individuals treated for **cardiac diseases, cancer, diabetes, hypertension autism, etc. may also get a policy** after medical underwriting.
- Expenses like **consumables, radiology, pathology, doctor consultation, and annual health check-up** are also covered by a few insurance companies.
- Features like higher cumulative bonuses both for base and top-up policies are available.
- Entry age limit for a few insurance companies is increased beyond 70 years of age as well.

Other Insurances one may consider buying



Cyber Insurance – Protection against cyber crimes.

Critical Illness Insurance – Protection against cancer, heart diseases, etc.

Home Insurance – Protection against any unfortunate event.

Fire and Burglary – Protection against any unfortunate event (For shops, clinics, factories, etc.)

Employee Workmen Compensation – For employees.

Comprehensive Motor Insurance – For personal or commercial vehicles.

Travel Insurance – Especially during traveling abroad.

Key Points to consider before buying Insurance.



- ❑ Policy inclusions and exclusions. (refer to policy wording)
- ❑ Features provided by various insurance companies.
- ❑ Claim settlement ratio and financials of the company.
- ❑ List of network hospitals of the insurance company.
- ❑ Claim settlement methodology (cashless or reimbursement).
- ❑ Waiting periods for particular diseases and pre-existing diseases (PED)
- ❑ Riders provided by insurance companies.
- ❑ Premiums of comparable insurance companies.

Wish you a happy financial journey!!

