

## Zurich's Business expenses option – easy to apply for, easy at claim time

Zurich's Business expenses option – offered through its Income Replacement policy makes it easy to protect yourself and your business. If you can't work in your business because of illness or injury, you can now have peace of mind knowing that 100% of your eligible business expenses will be covered. That means you can concentrate on your recovery, rather than be worried about your business, your staff or your customers.

Applying for cover is as easy, but more importantly, because the majority of the expenses covered are your fixed commitments, it makes claiming a breeze, because:

- Your fixed costs are generally easier to prove because its easier to access documentary proof (lease, rent, loan repayments, payroll, etc)
- For fixed expenses you only need to provide this evidence once at the very beginning of a claim
- We recognise that businesses will also have variable expenses such as electricity, telephone, gas usage etc. All we require at claims time is a copy of the invoices for those expenses as they are incurred.

## Business expense protection – an ideal partner for your own income protection

Your personal income protection is designed to cover up to 75% of your own taxable income from your business. But if you have fixed business expenses and you don't also cover these, you've only got half the protection you need. Zurich's Business expenses option is the ideal partner to your personal cover, and will help ensure you still have a business to come back to.

## Your next step is easy

Your specialist risk adviser can explain the benefits of Business expense protection in more detail, and determine whether it is appropriate to your circumstances. They can also put an overall protection plan in place tailored to your unique needs and budget. For an appointment to discuss protection for your family and your business, contact your adviser now.

Your adviser:



### Important information:

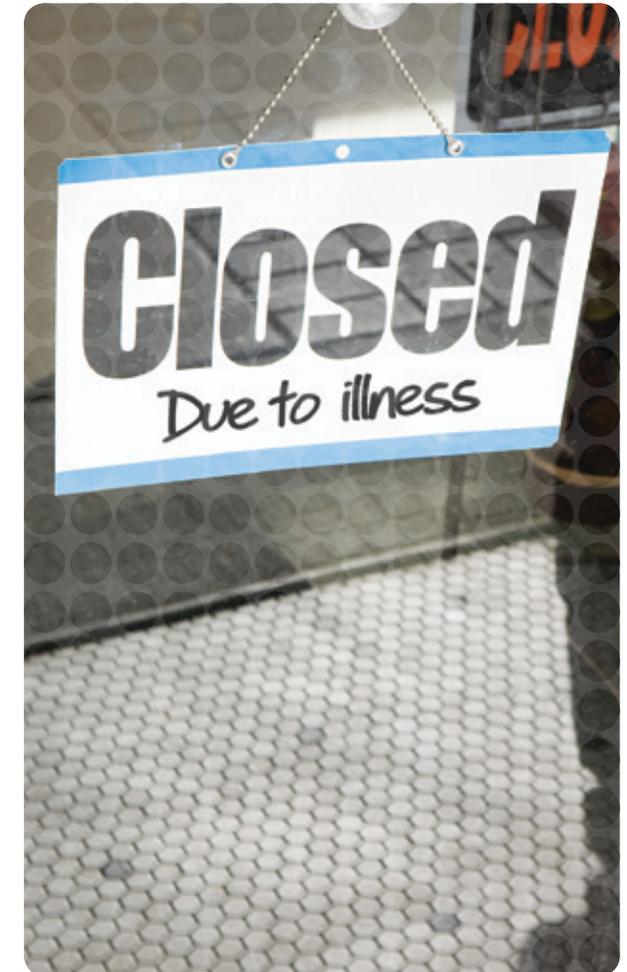
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### Sources

1. Australian Disability Table, 1AD 89-93 Class 2.
2. Interim Report of the Disability Committee Institute of Actuaries Australia 2000.

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# Your business expenses don't stop just because you do



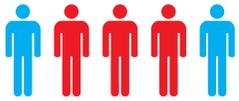
## What are the chances?

Your business is everything to you; it's your passion and your livelihood.

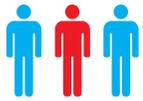
But have you ever stopped to think what would happen if illness or injury meant you couldn't work for a month, or even longer?

Statistically there's a high chance you'll get to find out, because before age 65 there is a three in five chance that you'll be unable to work for a month (due to illness or injury), and a one in three chance that you'll be disabled for 3 months or more.

### Your chances, statistically



Unable to work for a month:  
3 in 5<sup>(1)</sup>



Unable to work for 3 months  
or more: 1 in 3<sup>(2)</sup>

The consequences of being unable to work and generate an income are probably fairly obvious: your ability to meet the day to day cost of supporting your lifestyle (and your family's) will be severely diminished, especially if you have no savings to fall back on. Many people will start to struggle to meet their commitments after a couple of months, and at that point you may need to consider selling assets, moving, cutting back, or getting help from family or friends. It's not something that bears thinking about.

## Your business expenses don't stop even if you do

On top of all this – and often overlooked – is the fact that many costs associated with running your business are fixed. For example, the rent on your premises, your vehicle lease, salaries of your staff, electricity, telephone, cleaning, business insurance; the list goes on and on. How would you pay those costs? And what would happen to your business if you couldn't?

## You may think you are protected but you probably aren't

You may think that workers' compensation, or your business interruption insurance, or even your income protection policy – if you have put one in place – covers these expenses, but they won't.

## A simple way to protect yourself, your business and your employees

Business expenses insurance is a type of cover designed to pay these fixed business expenses in the event that you are unable to work due to illness or injury. Think of it as income protection for your business, sitting alongside your own income protection cover, and leaving you in the best possible position to deal with the financial ramifications of you being unable to work.



## How would you pay these expenses if you couldn't work?

Fixed business expense	Covered under business interruption insurance?	Covered through personal income protection?	Covered through business expenses cover?
Rent, rates, taxes and insurance on your premises	✗	✗	✓
Utilities (power, internet, landline, mobile)	✗	✗	✓
Vehicle leasing, registration, insurance	✗	✗	✓
Leasing – equipment, tools, loan repayments	✗	✗	✓
Salaries of non income generating employees, including Super Guarantee and payroll tax	✗	✗	✓
Contracted costs (eg. cleaning, security, advertising)	✗	✗	✓
Other costs eg. bank fees, interest on loans, business insurances	✗	✗	✓