

Confidential financial questionnaire

This form is to be completed only on request by Zurich Underwriting. To be completed by the life insured. To avoid delays, please check that all questions have been answered fully. Please use BLOCK LETTERS.

Policy number/s



Policy type: Wealth Protection Active Sumo FutureWise

Your duty of disclosure

Before entering into a life insurance contract, we must be told anything that each of you as the proposed policy owner and the life to be insured (if a different person to the proposed policy owner) knows, or could reasonably be expected to know, may affect our decision to provide the insurance and on what terms.

The duty applies until we agree to provide the insurance. It also applies before the insurance contract is extended, varied or reinstated.

We do not need to be told anything that:

- reduces the risk we insure; or
- is common knowledge; or
- we know or should know as an insurer; or
- we waive the duty to tell us about.

If you are the life to be insured (but not also the proposed policy owner), you not telling us something that you know, or could reasonably be expected to know, that may affect our decision to provide the insurance and on what terms, may be treated as a failure by the proposed policy owner to tell us something that they must tell us with the following consequences for the proposed policy owner.

If we are not told something

In exercising the following rights, we may consider whether different types of cover can constitute separate contracts of life insurance. If they do, we may apply the following rights separately to each type of cover.

If we are not told anything that we are required to be told, and we would not have provided the insurance if we had been told, we may avoid the contract within 3 years of entering into it.

If we choose not to avoid the contract, we may, at any time, reduce the amount of insurance provided. This would be worked out using a formula that takes into account the premium that would have been payable if we had been told everything we should have been told. However, if the insurance contract has a surrender value, or provides cover on death, we may only exercise this right within 3 years of entering into the contract.

If we choose not to avoid the insurance contract or reduce the amount of insurance provided, we may, at any time vary the contract in a way that places us in the same position we would have been in if we had been told everything we should have been told. However, this right does not apply if the contract has a surrender value or provides cover on death.

If the failure to tell us is fraudulent, we may refuse to pay a claim and treat the contract as if it never existed.

Privacy

Zurich is bound by the Privacy Act 1988 (Cth). In completing the forms or questions herein you will be providing us with your personal and, perhaps, sensitive information. The collection and management of this information is governed by the Privacy Act 1988. For a more detailed explanation of Zurich's Privacy Policy please visit our website at www.zurich.com.au or contact the Zurich Privacy Officer on 132 687 or email us at privacy.officer@zurich.com.au.

1 Personal financial position

1.1 Provide details of your assets and liabilities

This includes any asset or liability that you directly or indirectly have ownership interest in and/or control over, including those which are not held in your personal name (e.g. those held in your partner's name).

Assets		Liabilities	
Primary residence/farm property	\$	Primary residence loan balance	\$
Motor vehicle/boat etc.	\$	Car loan balance	\$
Investment property	\$	Credit card balance	\$
Investment – shares etc.	\$	Personal loan balance	\$
Business/es	\$	Investment property debt/s	\$
Other assets (please specify)		Other Investment debt/s	\$
	\$	Business/es debt/s	\$
	\$	Other liabilities (please specify)	
	\$		\$
	\$		\$
TOTAL ASSETS	\$	TOTAL LIABILITIES	\$

1.2 Do you have any financial dependants?

No

Yes → provide clarification including the age of each dependant, their relationship to yourself (the life insured), and the length of time they will be dependent on you

1.3 Do you receive or expect to receive net income from other sources (such as rental income, dividends etc.)?

No

Yes → provide clarification including details of the source of the income, the amount of annual net income from this source, and how long this would continue

1.4 Are you applying for (if more than one applies, please tick and complete all sections):

Business loan cover → complete section 2

Business keyperson cover → complete section 3

Business buy/sell cover → complete section 4

Personal cover → provide a summary of how the sum insured has been calculated for any personal Life, Trauma, TPD or Active cover including details of any formulas/methodologies used or other factors relevant to your situation considered

(if only personal cover is ticked, end here)

2 Business loan cover

2.1 Provide details of the loan/s this cover relates to in the table below

	Lender	Amount	Term	Interest rate	Drawdown date	Repayment method
1		\$		%	/ /	
2		\$		%	/ /	
3		\$		%	/ /	
4		\$		%	/ /	

2.2 What is the purpose of the loan/s and what is your share?

2.3 Are there joint and several guarantees?

No

Yes → outline who the other person/s are

2.4 Is insurance a requirement of the lender in providing the loan/s?

Yes No

3 Business keyperson cover

3.1 What is your position in the business?

3.2 What are the duties, special skills, knowledge, expertise, qualifications, contacts or other factors that contribute to make you a key person?

3.3 What proportion of business net profit can be directly attributed to you (the life insured)? %

Clarify how this percentage has been determined

3.4 Outline the calculation methodology showing how the level of key person cover was determined

3.5 What are the roles and duties of other shareholders/trustees and key personnel in the business, and how much do they contribute to income generation in the business?

	Role/Duties	Contribution	Position	Value policies in force
1		%		\$
2		%		\$
3		%		\$
4		%		\$

3.6 Is cover in force or being effected on the lives of any other persons in the business?

No

Yes → provide details of on whom, their role/duties and how much

4 Business buy/sell cover

4.1 Has an independent valuation been completed?

Yes → are you able to provide a copy of the valuation?

Yes No

No

4.2 Provide a detailed outline of the calculation methodology showing how the cover was calculated

4.3 Has a Partnership, Share Purchase and/or Buy/Sell Agreement been put in place?

Yes → are you able to provide a copies of the Partnership, Share Purchase and/or Buy/Sell Agreement?

Yes No

No

4.4 Is cover in force or being effected on the lives of all business partners or shareholders?

Yes → are the business partners/shareholders also applying for cover with Zurich?

Yes → confirm the names of the other business partners/shareholders applying for cover with Zurich

No → what levels of cover are being applied for, and with which insurer?

No → provide details as to why not

4 Declaration

The proposed life insured states as follows:

1. I have read and understood all of the statements, questions and answers in the questionnaire. In particular, I acknowledge my duty of disclosure to Zurich as described at the beginning of this form.
2. Each statement that I have made to Zurich or any other person in relation to my application for insurance and in this questionnaire is true and correct.
3. I acknowledge that Zurich will rely on statements in this questionnaire in deciding whether to issue an insurance policy and what terms and premium to offer.
4. I authorise Zurich to disclose any information in relation to my application for insurance to any person for the purpose of assisting Zurich to make a decision in relation to my application for insurance.
5. I understand that the insurance applied for shall not become effective until Zurich accepts my application.
6. I authorise my medical practitioner or other professional (i.e. accountant) to disclose any information that they may possess about me to Zurich in relation to my application for insurance or any claim under it.
7. I authorise Zurich to approach any person named in this questionnaire to verify any aspect. In the same way, I authorise any person named in my questionnaire to disclose any information they may possess about me to Zurich.

Name of life insured

Signature of life insured

Date

X

/ /

Any questions? Call 131 551

Please return the completed form to us:

By post, to **Zurich Australia Limited, Underwriting Department, Locked Bag 994, North Sydney NSW 2059**, or

By email, as a scanned attachment, to **life.newbusiness@zurich.com.au**