

Why Talk About AIA Health Insurance

AIA Health Insurance
with **AIA Vitality**



How can AIA Health Insurance help you achieve your business goals?

AIA Health Insurance with AIA Vitality can help you to retain existing clients, grow client value and target new demographics.

Whether your business is fully established, seeking further growth or a brand new start-up, AIA Health Insurance can:

- Help retain and grow client value by providing a new touch point
- Strengthen your proposition around physical and financial wellbeing
- Provide new value to your clients
- Target a wide range of prospects and new demographics
- Help diversify your income

Why talk to your clients about AIA Health Insurance with AIA Vitality?

With AIA Health Insurance clients get:

- **AIA Vitality membership** – for up to two adults per policy¹.
- **An initial 5% AIA Vitality discount on their AIA Health Insurance policy** – applied when clients first join and retained as long as they continue to achieve an AIA Vitality status of Silver or above.
- **Access to the AIA Vitality app** – the easy way to earn AIA Vitality points, complete health assessments and redeem rewards.
- **Insurance you can trust** – AIA Australia is a leading life insurance specialist with over 47 years' experience. With a unique customer value proposition focused on life, health and wellbeing, our purpose is to make a difference in people's lives. AIA Australia is part of the AIA Group, the largest independent publicly listed pan-Asian life insurance group. With a presence in 18 markets across the Asia-Pacific region, AIA is the largest life insurer in the world by market capitalisation.*

Plus, if your client already has an AIA Priority Protection (PP) or Priority Protection for Platform Investors (PPPI) policy or decides to take one out now, taking out a AIA Health Insurance policy means they will receive:

- an additional **5% Health and Life discount** on their PP or PPPI Lump Sum and Income Protection premiums²; and
- a **12.5%³ AIA Vitality discount** on their PP or PPPI Lump Sum premiums and a **7.5%³ AIA Vitality discount** on PP or PPPI Income Protection premiums from their next billing date⁴, if they don't already have an AIA Vitality membership.

¹ One AIA Vitality membership for a Singles policy and up to two AIA Vitality memberships applicable on Couples or Family policy

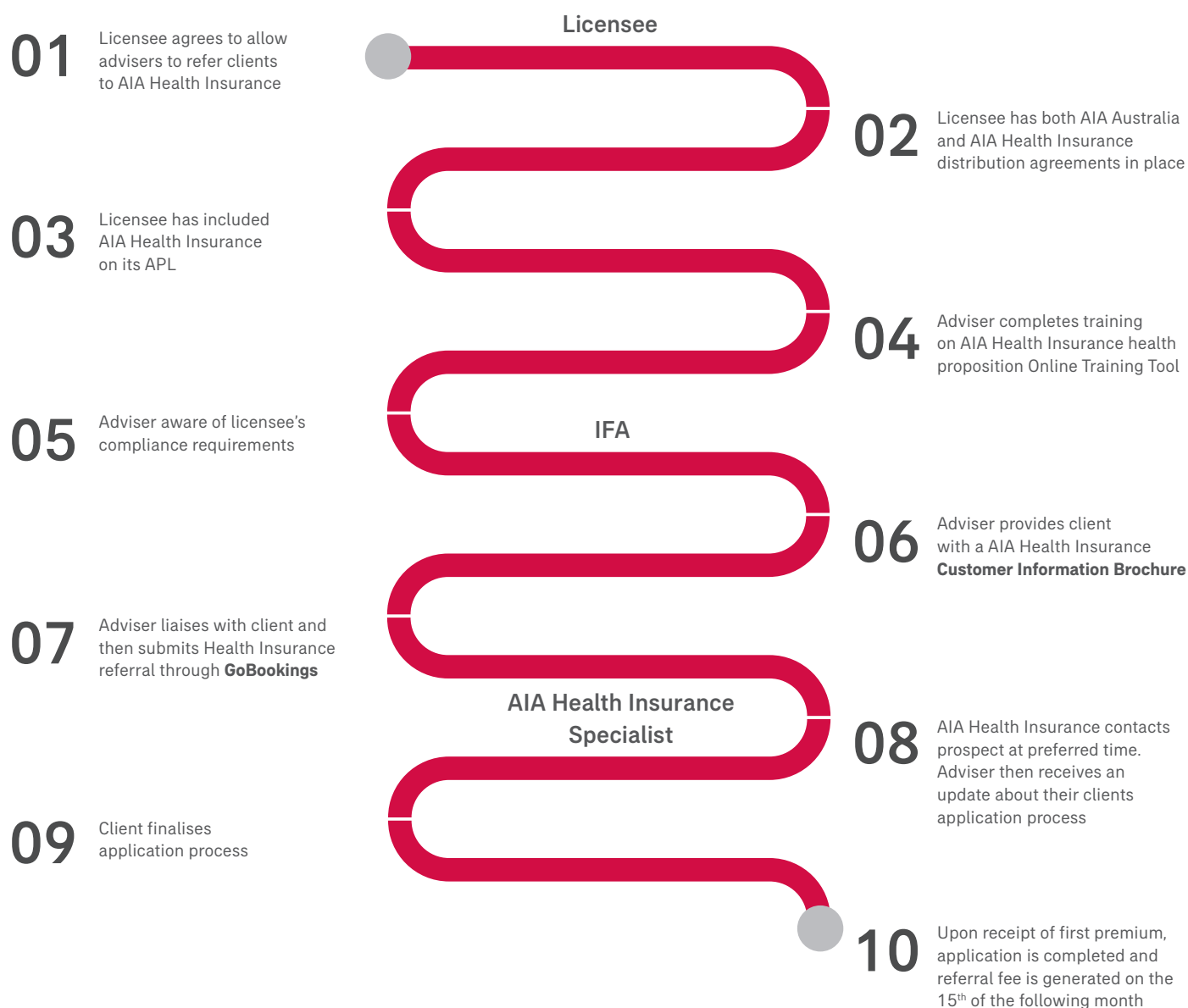
² Applied when they have both a AIA Health Insurance and life insurance policy

³ May be increased from time to time to reflect current campaign offers

⁴ For eligible policies purchased through a Financial Adviser only

* Source: Bloomberg, 26 August 2019

AIA Health Insurance referral process



AIA Health Insurance

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AIA Australia Limited (ABN 79 004 837 861 AFSL 230043). AIA Health Insurance with AIA Vitality is issued by MO Health Pty Ltd ABN 32 611 323 034.

This information is current at the date of this publication March 2020 and is subject to change. This provides general information only, without taking into account the personal circumstances of any individual and is not intended as financial, medical, health or other advice. For the most up to date information on the terms and conditions of AIA Vitality partners and to view the benefits and rewards and AIA Vitality Terms and Conditions and Benefit Guides, visit aiavitality.com.au

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