Understanding Life Insurance

DO protect yourself with a plan that meets your needs.

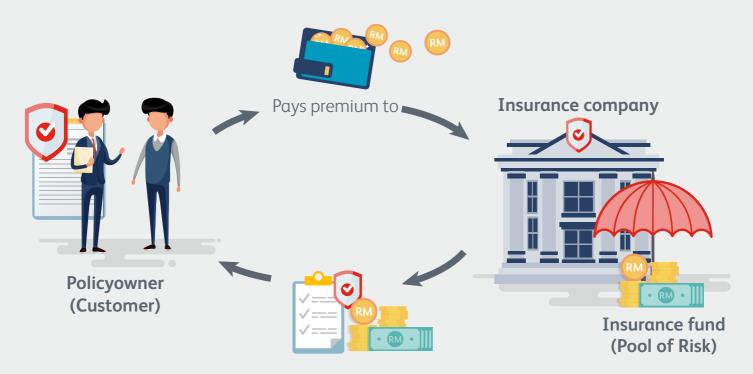
Here's a guide to help you learn the basics of life insurance.



Listening. Understanding. Delivering.



How life insurance works?



Pays out benefit according to policy contract to relieve customer from an unfortunate event



Types of Life Insurance Plan

Conventional Plan

Investment Linked Plan

Term

Endowment/ Whole life

Endowment/ Whole life



✓ Insurance **protection** for a limited period only and benefit is paid out upon death or Total and Permanent Disability (TPD), whichever is earlier

Combination of protection and savings whereby benefit is paid at the end of a specific period, or upon death or TPD, whichever is earlier

Combination of protection and **investment** whereby premium is used to buy insurance protection and **units** in Investment Linked Funds managed by insurance company. The value of your policy will depend on the performance of the Investment Linked Funds



 Non Participating Life Insurance Fund -Investment risk is borne by insurance company

Participating Life Fund -Investment risk is borne by insurance company & Policyowner, through the sharing in profit in the form of non-guaranteed bonuses to the policy; or

✓ Non Participating Life Insurance Fund -Investment risk is borne by insurance company

Pre-fixed or customer-chosen **Investment Linked Funds -**Investment risk is borne by Policyowner



Commonly known as **riders**, these are optional benefits to consider for additional protection

Critical Illness Accidental



Payor/Waiver Benefits





Additional premiums will be required





Premium & Coverage

- ✓ Premium can be guaranteed or non-guaranteed
- ✓ Coverage continues as long as premiums are made
- ✓ If there is any outstanding premium and provided the policy has sufficient cash value, the insurance company will use the cash value to pay for the premiums and interest in default to ensure coverage continues. However, once the cash value is exhausted, the policy will lapse
- ✓ The benefit will be paid in the event of the insured person's death or TPD (where applicable) during the term of the policy
- ✓ The benefit will be paid to the insured person when policy matures at the end of the term, or upon death or TPD (where applicable), whichever is earlier
- ✓ Potential upside for Participating type of policy

- Non-guaranteed premium
- Premium is allocated to buy units for coverage, while charges are paid by redemption of units
- Unallocated premium is used to fund commission and insurance company
- Coverage is subject to sufficiency of units for payment of insurance and other charges
- Potential upside from underlying **Investment Linked Funds**
- ✓ Flexibility for Policyowner in fund selection/switching/top-up (i.e. for voluntary savings/ investment)/withdrawal



For more information on choosing the right insurance plan, please visit www.prudential.com.my or contact our Prudential Wealth Planner/Bank Representative.