



 **HEWISON**  
PRIVATE WEALTH

# THINKING ABOUT TOMORROW, TODAY.

And today you are:  
Understanding life and wealth protection.

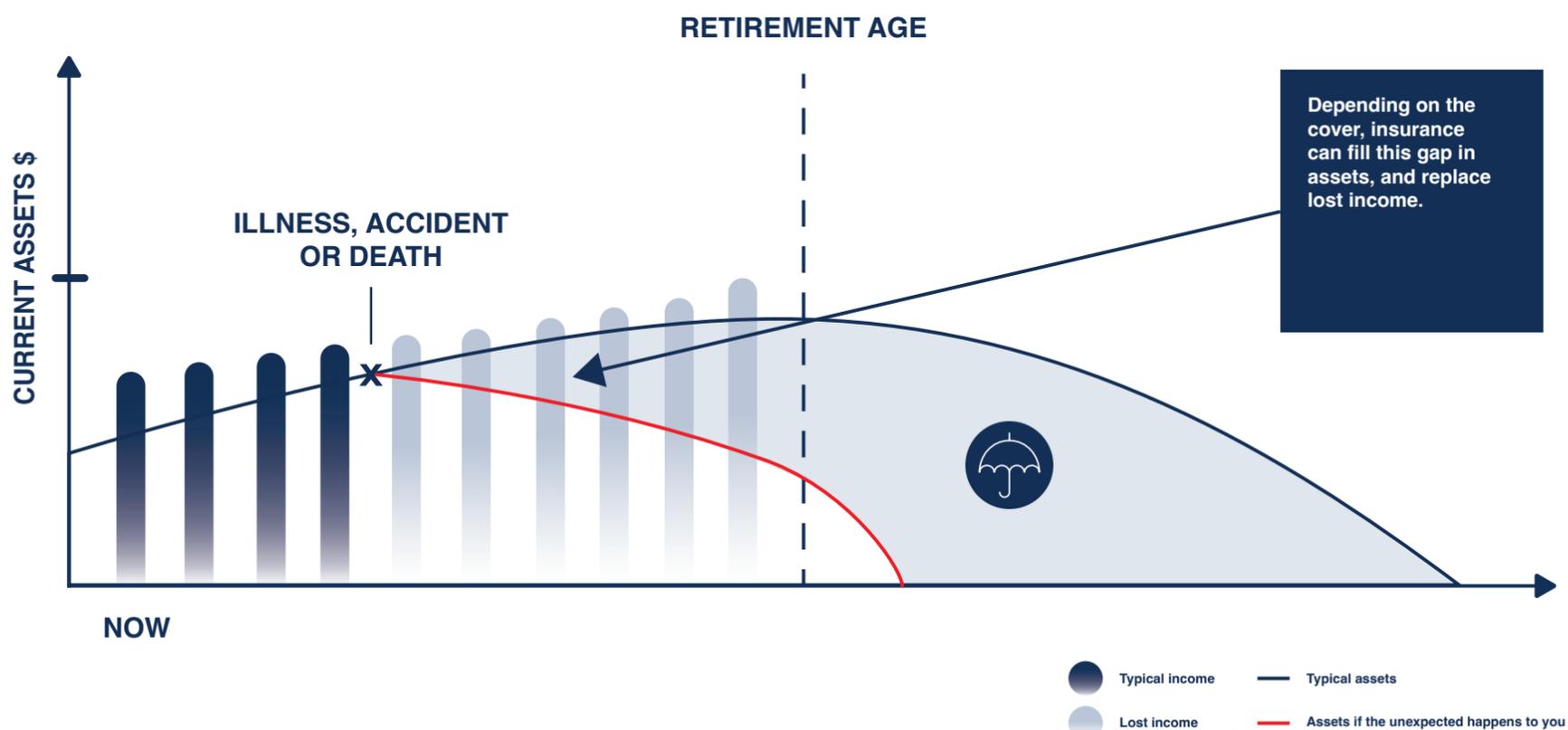
# What is life and wealth protection?

Put simply, it's thinking about possible events in your future, today. Did you know that most young and middle-aged Australians are underinsured? Life and wealth protection assures you are not one of them should illness, injury, disability, or death occur.

## Why do you need this?

There will always be points in your life where financial responsibilities increase. That's why it's important to make sure that your most valued assets — and people — are protected. Appropriate insurance tailored to your circumstances isn't the standard, but at Hewison, it's our bread and butter.

Most people work towards their financial goals over time, gradually growing wealth and strengthening their position. Personal insurance is there to provide the income you are yet to earn and the assets you are yet to accumulate. This chart shows the impact illness, accident, or the unthinkable can have on your financial position and that of your loved ones. The risk is real, peace of mind is priceless.



# What is life and wealth protection?



## How do we make it easy for you?

The Hewison team is on yours. We take the time to listen and understand your circumstances and modify your coverage based on any fluctuations. This results in a partnership built on insurance advice and policies that are tailored to you. Delivered in your best interest. Always.

## What makes us different?

At Hewison Private Wealth, we operate on a service-based fee and are never driven by commissions or specific insurance products, which means no prospect of remuneration conflicts. It's a clean track record that's followed us for 40 years — and ensures we are truly independent. In times of triumph, or tribulation, we're thinking about your future; processing and managing claims on your behalf.

# Insurance, Risk and Wealth Protection.

## Disability insurance.

### Ensuring that disability doesn't affect your financial goals.

If an accident occurs and you are unable to work, TPD insurance will aid in covering your financials in a lump sum. But different providers offer varying degrees of inclusions depending on your position, and it's why we're passionate about protecting you and your family with peace of mind during a difficult period. Working with a completely independent insurance provider means only expert guidance and implementation. We don't offer our own products, only objective advice that leads to the best insurance for you and your family.

## Trauma insurance.

### Ensuring that if something critical happens, your financials won't suffer.

Unlike income protection insurance, trauma insurance doesn't rely on whether you are able to work and there is (generally) no waiting period. Paid upon diagnosis, this is financial protection against any cruel twists of fate like cancer, a heart condition, a major head injury or stroke. We don't favour providers or offer our own products, we simply advise the best insurance for your situation. We work with the best in the business while maintaining independence to ensure only objective advice is on the table.

## Protecting income.

### We're keeping the lights on through independent insurance advice.

Protecting and securing your wealth is just as important as accumulating it. Your long-term goals rely on your ability to work and earn an income, which is why we future-proof your financial well-being in case the unexpected happens. We are not offering our own products, only personal insurance advice and implementation. We work with an array of quality providers while maintaining complete independence to ensure you get only objective advice.

## Life insurance.

### Ensuring that through darkness comes light with personal life insurance.

Life can turn on a dime. And that's why it's important to make sure that your most valued assets, and people, are protected if you are no longer able to provide for them. Appropriate insurance tailored to your circumstances isn't the standard, but at Hewison, it's exactly what we do. We don't offer our own products or push you towards specific providers. We look at your needs and situation to make an independent, and objective recommendation for the best life insurance coverage possible.

## Let's get down to business insurance.

If you own a business, either solely or partly, what would happen if you passed away or could no longer work due to disability or illness?

There are three main concepts to consider here: Buy/sell purpose cover (also known as shareholder protection or share purchase insurance), key personal capital purpose cover, and key person revenue purpose cover. [Our recent blog goes into detail on what this means.](#) But as an overview, here's what you need to know.

### Buy/sell insurance.

This type of insurance is used where there are two or more business partners. It provides the funding mechanism to allow the remaining business partner(s) to acquire the share of the business from the party who has passed away, become disabled, or suffered a critical illness. The buy/sell insurance plan should be supported by a legally enforceable agreement.

### Key person insurance.

This type of insurance is particularly important for small to medium businesses, as it protects it in the event of the loss of a person who makes a significant contribution to its profitability or stability. Key persons usually have a particular skill or ability that is integral to the success of the business and are therefore difficult and expensive to replace.

## Testimonials.



**The Hendersons are thinking about the future of their children.**



**Scott is thinking about the future, of his future.**



**Two business partners thinking about the future of their company.**

“With a new baby in our lives we felt compelled to assess how protected we were should the unthinkable happen. Little did we know that by partnering with Hewison Private Wealth, we would start saving on our insurance costs in year one and a staggering \$14K over 10 years. We didn’t think that would be the case with the fee-for-service insurance model, but we were happily proven otherwise. Plus, the personalised tailored advice we received was exceptional and a perfect fit.”

“I didn’t think insurance mattered. I wasn’t married and I didn’t have kids, but as my business took off, I found myself in a position where my assets continued to grow. My parents planted the seed about what would happen should my income be compromised, and after speaking with the Hewison team, I was able to easily understand where I was exposed financially. I loved how transparent the fee-for-service model was, with no kickbacks or bias from the commissions. It affords me the freedom to go about my business with peace of mind — a feeling that outweighs any cost.”

“We had an informal arrangement for our company’s buy/sell policies. After realising the risk of this setup, we partnered with Hewison Private Wealth to assess our current insurance agreement. The team highlighted several inconsistencies and structural issues with our policies, including an unintentional regulatory breach. Hewison’s Insurance Adviser restructured our agreement to ensure coherence and alignment with personal and government requirements. We now have peace of mind that in the event of a death or permanent disability, we will have equitable financial security.”



# Frequently Asked Questions.

## Do I need insurance?

Unless you are lucky enough to have already reached your financial goals and are now living off your assets indefinitely, insurance plays a significant role in everyone's financial plan. Hewison aims to identify the financial exposures that exist at an individual, family, or business level and put measures in place to protect your wealth — now and into the future.

## Do I pay a fee for insurance?

Yes. All Hewison clients pay an annual fee for insurance advice. However, Hewison Private Wealth does not accept commissions from insurance providers, which means you pay less for your cover. Plus, you are receiving advice without bias or conflict. Our fee includes implementation of advice and ongoing reviews, with alterations when your needs change. It also covers the facilitation of claims, removing the headache from already stressful situations. Why annual? Because wealth protection shouldn't be a set-and-forget strategy when your needs are constantly changing.

## Are commissions paid to me, back to the insurer, or somewhere else?

We refund insurance policy commissions directly back to our clients, reducing the net cost of the policy by up to 30% every year.

## What range of insurance do you offer?

We offer a suite of cover options specific to your individual needs. Some of these plans include, but are not limited to; life insurance, total and permanent disablement (TPD) insurance, income protection insurance, and trauma insurance.

## I'm already a Hewison client, is the insurance advice fee separate from my planning fee?

Yes. This is an additional service requiring a specialist adviser, so the fee is separate. This is payable to Hewison Private Wealth and the insurance premium directly to the insurer. However, any commissions associated with an insurance policy are rebated directly to you.

## Is it Hewison-owned insurance? Or are you like a broker?

We are not offering our own products, only expert insurance guidance and implementation. We work with an array of quality providers while maintaining complete independence to ensure you receive only objective advice.

# Frequently Asked Questions.

## Why should I seek advice through Hewison and pay an adviser when I can do it online?

Why seek out a builder when you can build a house yourself? Engaging with an expert in designing hyper-tailored plans means your insurance coverage protects you, your family, and your assets now — and into the future. Whilst we charge a fee for this advice, the money you save in the long term from avoiding blanket-style cover often outweighs this cost.

As life changes, your insurance should change too. And because we don't accept commissions, there's no vested interest in keeping your premiums high. Seeking insurance advice from an independent adviser ensures that arrangements are always appropriate and in your best interest.

## What is the process I need to go through to obtain personal insurance?

Insurance applications typically get underwritten by the insurer, both medically and financially. The financial component is to justify the level of insurance being asked for — based on variables such as income, assets, debt, business interests etc. The medical process is quite thorough and assesses your health, your medical history, and any family medical history. These types of policies are not necessarily a right in Australia, such as health insurance. More so a privilege, whereby the insurer has the opportunity to assess you as a risk prior to offering insurance. This process can take some time when liaising with doctors and in obtaining relevant medical history.

## How does insurance integrate with my wealth management plan?

Protecting and securing your wealth is just as important as accumulating it. Your long-term goals rely on your ability to work and earn an income, so if the unexpected happens, your future financial wellbeing is still intact.



**To learn how your  
insurance position  
could change for the  
better, contact us today  
for a secure tomorrow.**

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