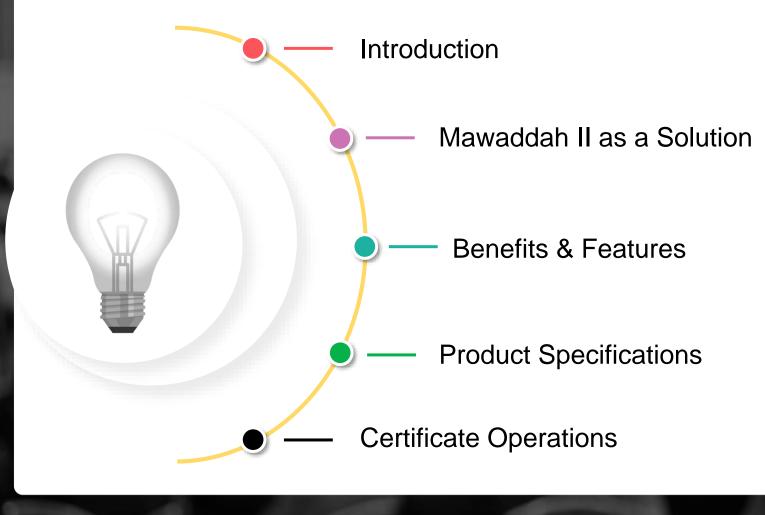


Mawaddah II

Etiqa Academy



Contents



Etiqa Academy & Family Takaful



Topic 1

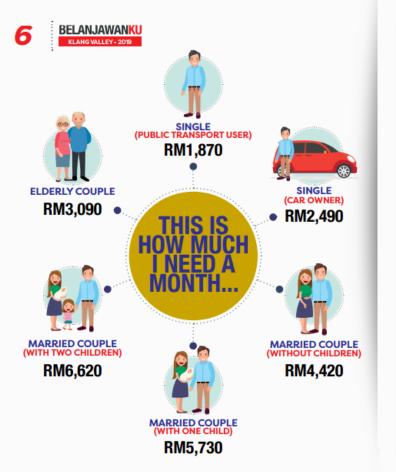
Introduction

Introduction

Real-life Statistics



Money Needed for Different Life Stages Monthly Expenses for Married Couple (with children)





Source: https://www.kwsp.gov.my/documents/20126/131635/Panduan_Belanjawanku.pdf/76872674-983a-3860-19a3-

Introduction



Think about this



Malik, 35 years old

- Married to Aisyah and they have 2 children
- Monthly household income **RM10,000**

On 25 February, Malik passed away.

 Loss of monthly household income to continue supporting the family's expenditure

JANUARY

Monthly Expenditure:

- Family Expenses
- Car Financing Repayment
- Mortgage Repayment
- Children's Education
- Retirement Savings

FEBRUARY

Monthly Expenditure:

- Family Expenses
- Car Financing Repayment

•

•

- Mortgage Repayment
- Children's Education
 - Retirement Savings

MARCH

OUTSTANDING Monthly Expenditure:

- Family Expenses
- Car Financing Repayment
- Mortgage Repayment
- Children's Education
- Retirement Savings

Insufficient source of income to bear Malik's continuous monthly expenses

Use all savings/ assets of Malik?

But how fast the saving/assets can be liquidated, and how long can it last?

Introduction

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In the event when the Person Covered..

By having Mawaddah II, Malik has total protection passes away due to accident/Illness

becomes total & permanently disabled

Income replacement in sustaining the family

Lump sum payment Private nursing care/ disabled-friendly home facility expenses

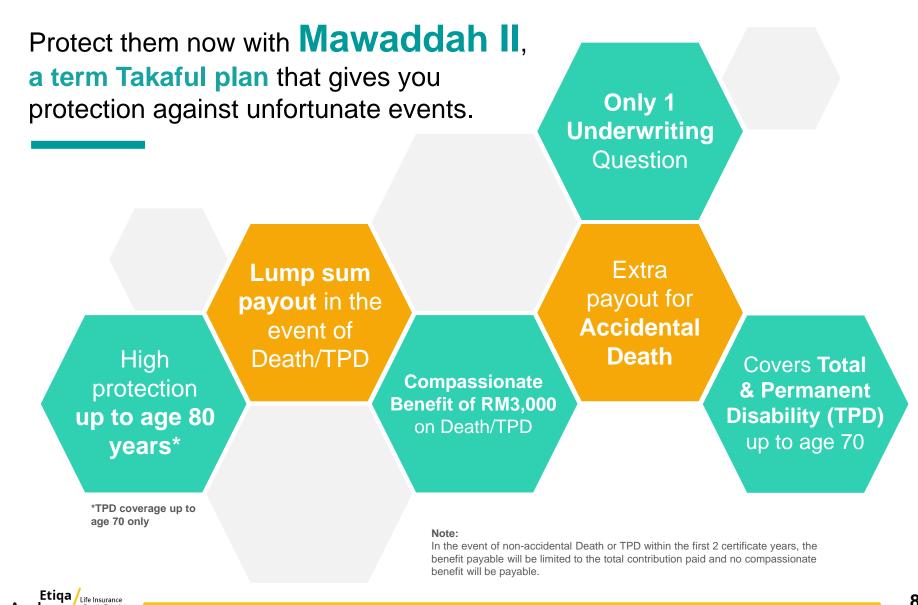


Topic 2

Mawaddah II as a Solution



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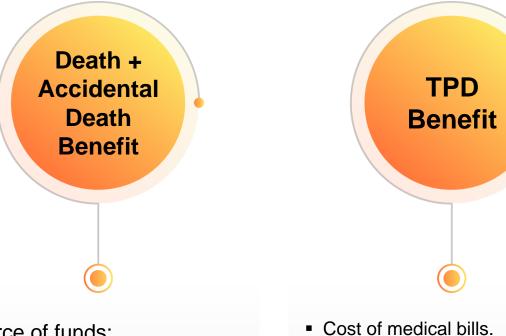
What is **Term Takaful** plan?

- Term Takaful is a protection plan that offers a high coverage at low contribution.
- Provides **Death and Total and Permanent Disability coverage**.
- Maturity Benefit is not available. No benefit is payable if the person covered survives until the end of takaful term.
- The simplest and the most affordable form of protection. A person can get a very high coverage if taken early in life.



Low contribution





- Private nurse service.
- Source of continuous stream of income to the family.
- Ongoing living expenses for the individual who suffered TPD.
- Fund to reconstruct / renovate the house to ensure disablefriendly condition.

Source of funds:

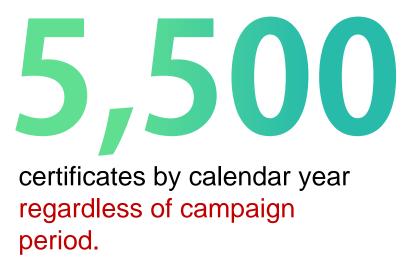
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- To pay for utilities
- Settle the debts, mortgage financing.
- Compassionate benefit upon death or TPD.
- Support family ongoing expenditure.





Certificate is limited to







Topic 3

Benefits & Features

Benefits & Features

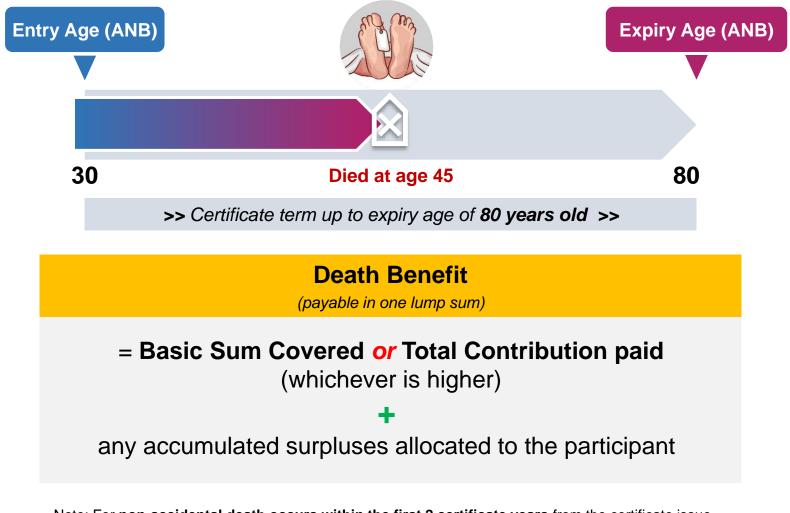




Benefit & Features: Death Benefit

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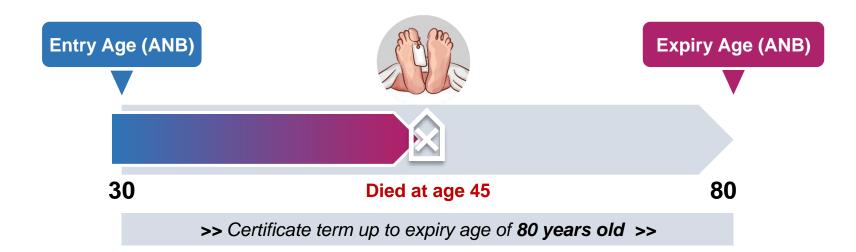




Note: For **non-accidental death occurs within the first 2 certificate years** from the certificate issue date, we shall refund total contributions paid. Subsequently, agent's commission will be clawed back.

Benefit & Features: Death Benefit





Scenario:

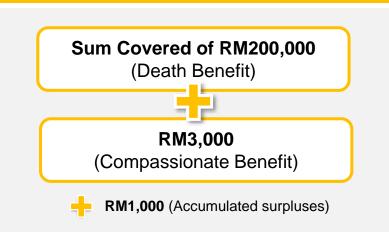
- En Malik dies at age 45
- Mawaddah Sum Covered
 = RM200,000
- Total contribution paid for 15 years = RM23,734
- Accumulated surplus = RM1,000*

*Not guaranteed

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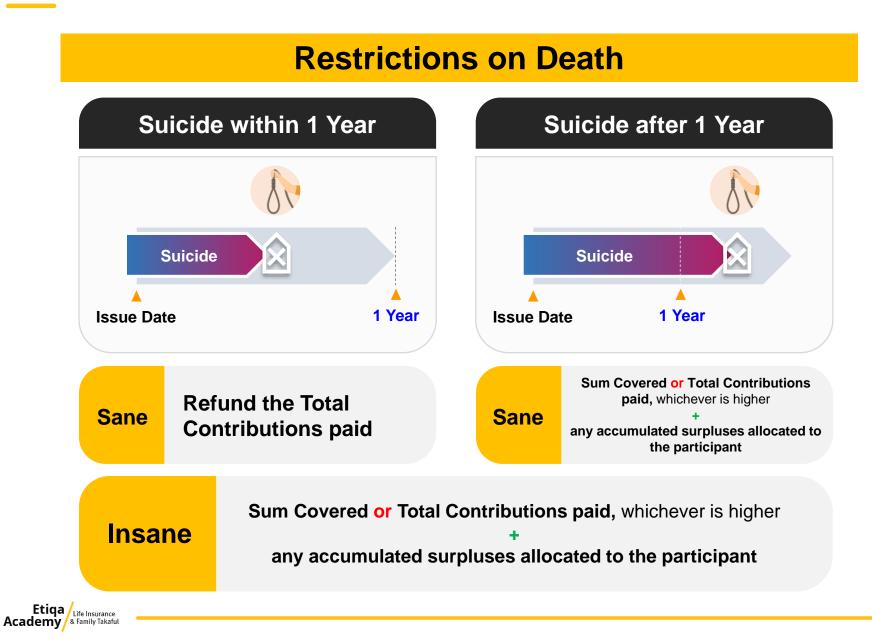
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Claims payable:



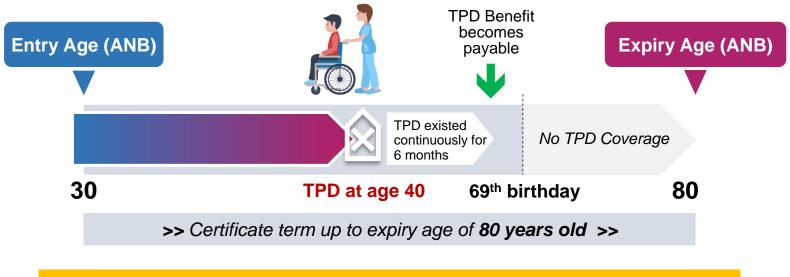
Benefit & Features: Death Benefit





Benefit & Features: TPD Benefit





Total & Permanent Disability Benefit

(upon TPD prior to 69th birthday of Person Covered, payable in one lump sum)

= Basic Sum Covered or Total Contribution paid

(whichever is higher)

any accumulated surpluses allocated to the participant

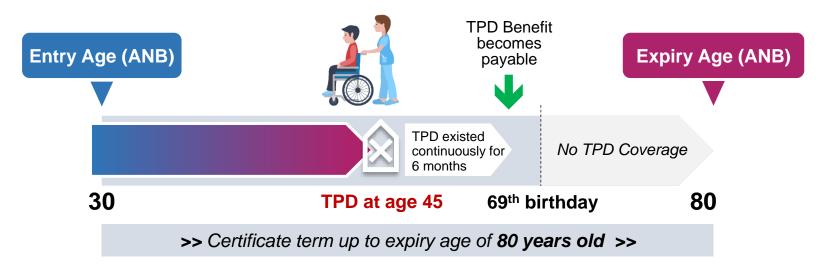
TPD Total Sum Covered is capped at RM 2 million per life per entity.

Note: For **non-accidental TPD occurs within the first 2 certificate years** from the certificate issue date, we shall refund total contributions paid. Subsequently, agent's commission will be clawed back.



Benefit & Features: TPD Benefit





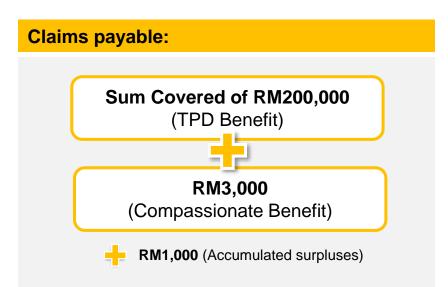
Scenario:

- En Malik is total & permanently disabled at age 45
- Mawaddah Sum Covered
 = RM200,000
- Total contribution paid for 15 years = RM23,734
- Accumulated surplus = RM1,000*

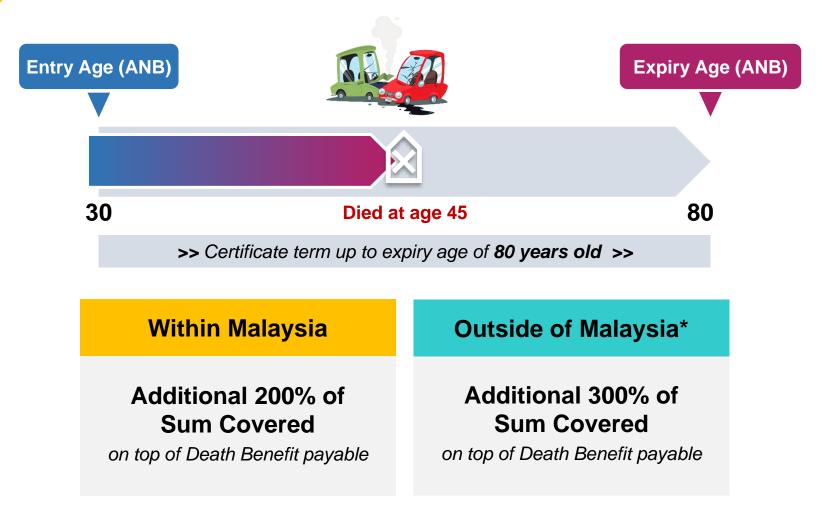
*Not guaranteed

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Benefit & Features: Accidental Death Benefit

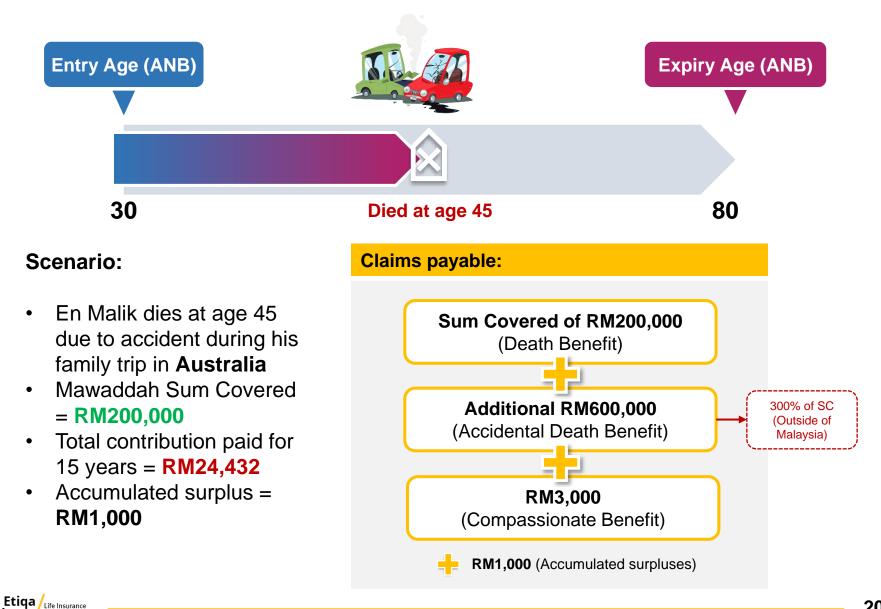


*Only cover up to **60 consecutive days per trip** in oversea. If the accident happens 60 days later in oversea, only **additional 200%** of the sum covered is payable.

Note: The accidental death is limited to RM1 mil per life per entity.

Benefit & Features: Accidental Death Benefit

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Benefit & Features: Compassionate Benefit



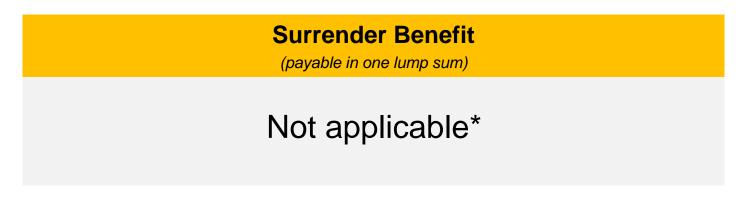
RM 3,000 will be payable.

- In the event of **death or TPD** of the Person Covered.
- Only total contributions paid is refunded if non-accidental death or TPD occurs within 2 certificate years.



Benefit & Features: Surrender Benefit



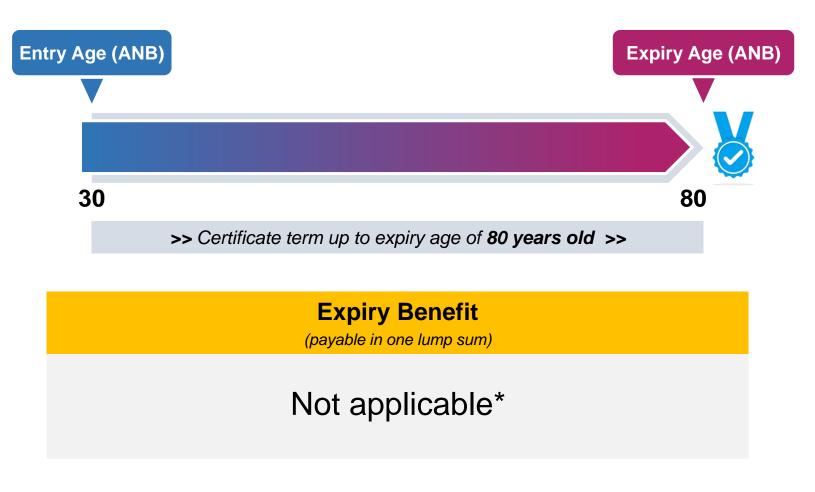


*Accumulated surpluses in PRF (if any)



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Benefit & Features: Expiry Benefit



*Accumulated surpluses in PRF (if any)



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Topic 4

Product Specifications

Product Specifications: Eligibility Rules

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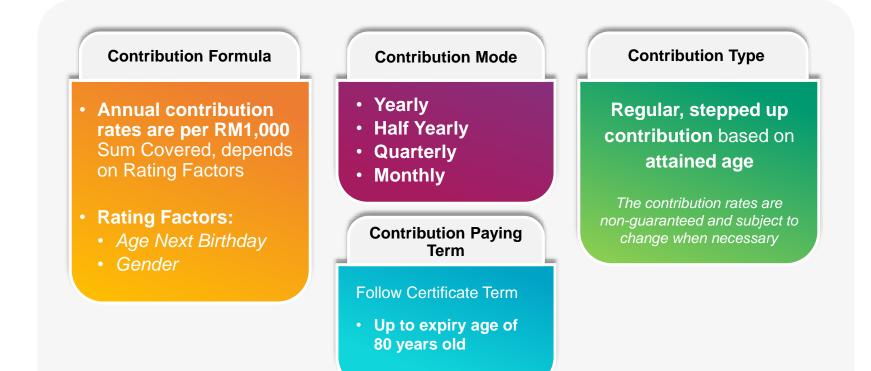


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Product Specification: Contribution

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Product Specification: Contribution



Annual Contribution Rate

Attained Age	Male (RM)	Female (RM)
30-35	7.44	4.80
36-40	7.87	4.80
41-45	8.67	5.48
46-50	11.18	6.73
51-55	18.90	9.62
56-60	30.46	15.66
61-65	46.98	26.57
66-70	77.01	40.61
71-75	129.60	80.79
76-80	200.45	143.64

The Contribution Rates are per RM1,000 Sum Covered

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Contribution Amount

Example

Person covered: 40 ANB (Female) Sum covered: RM 100,000

<u>Contribution</u> Yearly: 4.80 x 100 = RM 480 = RM 40 (per month)

Stepped up Contribution (when she turns 41 ANB) Yearly : 5.48 x 100 = RM 548

= RM 45.67 (per month)

Have you ever had, or been told that you have, or been treated for cancer, heart/ coronary artery disease, kidney disease, stroke, cerebrovascular disease, or diabetes?

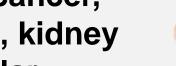
Agent declaration to be submitted together with the application form.

Simplified

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Underwriting







ONE HEALTH QUESTION

1. Health question: Have you ever had, or been told that you have, or been treated for cancer, heart/ coronary artery disease, kidney disease, stroke, cerebrovascular disease, or diabetes?

Scenarios that can be accepted

I was diagnosed with noncancerous (benign) cysts / tumour and had a surgery for removal of cysts / tumour, can I be accepted for Mawaddah II? Yes, you will be accepted for Mawaddah II, as long as the cyst / tumour is non-cancerous. Your application will only be rejected if you have health history related to the diseases being asked in the Mawaddah II health questions.

If I have hypertension, high blood pressure, high cholesterol, asthma, pneumonia or gout, can I apply Mawaddah II? Yes, your application will be accepted. Your application will only be rejected if you have health history related to the diseases being asked in the Mawaddah II health questions.





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1. Health question: Have you ever had, or been told that you have, or been treated for cancer, heart/ coronary artery disease, kidney disease, stroke, cerebrovascular disease, or diabetes?

I was diagnosed with Covid-19, but I have recovered and discharged from hospital <u>last week</u>, can I be accepted for Mawaddah II?

Yes, your application will be accepted.

If my family has cancer history, can I apply Mawaddah II? Yes, your application will be accepted if any other of your family members have had cancer history. Your application will only be rejected if you have health history related to the diseases being asked in the Mawaddah II health questions. elio



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1. Health question: Have you ever had, or been told that you have, or been treated for cancer, heart/ coronary artery disease, kidney disease, stroke, cerebrovascular disease, or diabetes?

Rejected Scenarios

If I have undergone any surgery related to cancer, heart / coronary artery disease, kidney, stroke, cerebrovascular disease, or diabetes, will my application on Mawaddah II be accepted? No, your application will be rejected under the health question of Mawaddah II.

I was diagnosed with carcinoma in situ (early cancer stage) / Leukaemia / Lymphoma / Melanoma, but I have gone through treatment and already recovered now, can I be accepted for Mawaddah II? No, your application will be rejected under the health question of Mawaddah II related to cancer.

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1. Health question: Have you ever had, or been told that you have, or been treated for cancer, heart/ coronary artery disease, kidney disease, stroke, cerebrovascular disease, or diabetes?



I had a heart attack / had done an angioplasty treatment before, can I apply Mawaddah II? Your application will be rejected. Heart attack / angioplasty are under the health question of Mawaddah II related to heart / coronary artery disease.



If I had undergone kidney stone surgery before, can I apply Mawaddah II? No, your application will be rejected under the health question of Mawaddah II. It falls under kidney disease.

If I am using mobility aid (wheelchair, walking stick, cane, crutches) permanently, can I apply Mawaddah II? Your application will be rejected. Agents need to be aware that under the Agent's declaration section, not to propose this product to those bedridden, walk with aid, or mentally not alert.





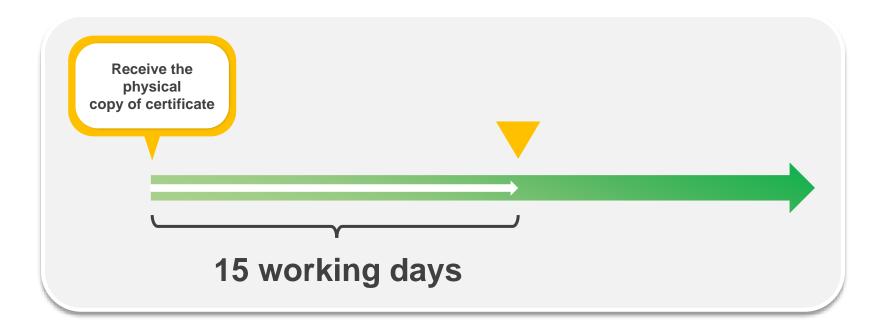
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Topic 5

Certificate Operations

Certificate Operations: Free-Look Period



For cancellation within free-look period, following is refunded:

i. Total contribution paid

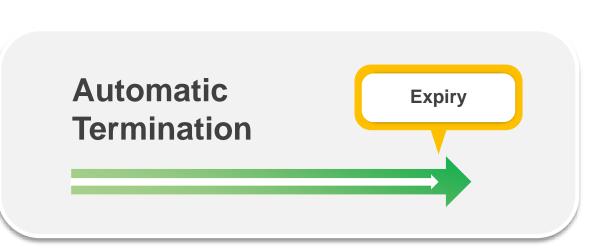
MINUS

• Any medical expenses incurred in respect of underwriting, if applicable.



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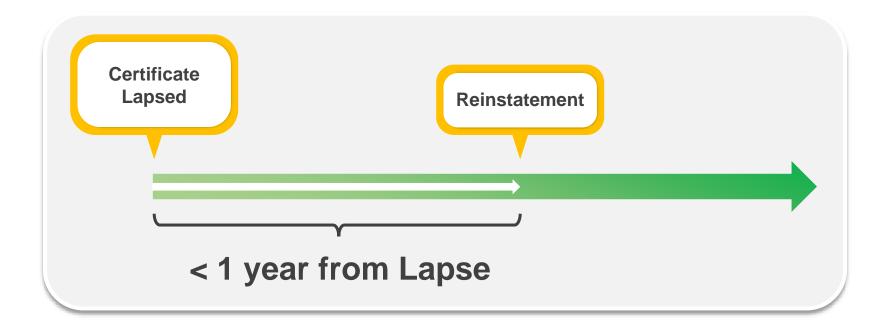
Certificate Operations: Termination



The certificate will be automatically terminated on:

- i. Free-look cancellation.
- ii. Surrender.
- iii. The expiry date.
- iv. Death of the Person Covered.
- v. Upon TPD of the person covered.
- vi. Lapsation during the certificate term.

Certificate Operations: Reinstatement



- Condition to reactivate lapse certificate to an "in-force" state if:
 - i. Outstanding contribution as determined by us, is received;
 - ii. The person covered is **still alive** and does not exceed ANB 70;
 - iii. The certificate has not been surrendered;
 - iv. The certificate has not been lapsed for more than 1 year; and
 - v. The person covered **passed underwriting requirements**, if required.



Assessment Time!



Please login to **myKASH** for the assessment.



Thank you





Appendix

- 1. Exclusions
- 2. U/W guidelines
- 3. Fees & Charges

Appendix: TPD Exclusions

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- 1. Intentional self-inflicted death or injury, suicide or attempted suicide, whilst sane;
- 2. Participation in any criminal or illegal act, strike, riot, terrorism or civil commotion;
- 3. Participation in dangerous or hazardous sport or activities such as (but not limited to) horse riding, water sports (except non-motorized sailing craft and swimming), hunting, racing (except foot racing), mountaineering, potholing or caving, and winter sports;
- 4. Participation in any form of aviation (except as a fare-paying passenger or crew member on a regular route operated by a commercial airline), or aerial sports such as (but not limited to) skydiving, parachuting, bungee jumping, hang gliding and ballooning;
- 5. War (whether declared or not), revolution, attack by a foreign country, or invasion;
- 6. Consumption of alcohol, non-prescribed or illegal drugs or narcotics;
- 7. Physical and violent provocation by the person covered, leading to a similar response that leads to death or injury;
- 8. Inhalation of poison, gas or fumes whether, voluntarily or involuntarily taken;
- 9. Radioactive contamination arising from fuel, weapons, waste or processing; or
- 10. Human Immunodeficiency Virus (HIV) or Acquired Immune Deficiency Syndrome (AIDS).

Appendix: Underwriting Guidelines

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Underwriting Rules	Description
Medical Underwriting Requirements	Not applicable
Financial Underwriting Requirements	Not applicable
Occupation Underwriting Requirements	Not applicable
Residential Underwriting Requirements	Not applicable
Avocation/Hobby Underwriting Requirements	Not applicable
Loading	Not applicable

Appendix: Fees & Charges



Types	Description
Wakalah Fee	 Wakalah fee will be deducted from contributions. The percentage of Wakalah Fee varies by contribution term and certificate year. Fixed Wakalah Fee of RM120 per annum will be charged throughout the contribution term.
Stamp Duty	RM10 per certificate



Appendix: Fees & Charges



Wakalah Fee

A percentage of the Contribution paid will be deducted as Wakalah Fee before the balance is allocated to the PRF. The percentage of Wakalah Fee varies by contribution term and certificate year. After that, **a fixed Wakalah Fee of RM120 per annum** will also be charged throughout the contribution term.

Certificate Term	Certificate Year								
	1	2	3	4	5	6	7-10	>=11	
20	75.00%	50.00%	36.00%	30.00%	20.00%	20.00%	10.00%	10.00%	
19	72.00%	48.00%	35.00%	29.00%	20.00%	20.00%	10.00%	10.00%	
18	70.00%	47.00%	34.00%	28.00%	19.00%	19.00%	10.00%	10.00%	
17	67.00%	45.00%	33.00%	27.00%	19.00%	19.00%	10.00%	10.00%	
16	64.00%	43.00%	32.00%	26.00%	18.00%	18.00%	10.00%	10.00%	
15	61.00%	41.00%	31.00%	25.00%	18.00%	18.00%	10.00%	10.00%	
14	59.00%	40.00%	30.00%	24.00%	17.00%	17.00%	10.00%	10.00%	
13	56.00%	38.00%	29.00%	23.00%	17.00%	17.00%	10.00%	10.00%	
12	53.00%	36.00%	28.00%	22.00%	16.00%	16.00%	10.00%	10.00%	
11	50.00%	34.00%	27.00%	21.00%	16.00%	16.00%	10.00%	10.00%	
10	48.00%	33.00%	26.00%	20.00%	15.00%	15.00%	10.00%	NA	



Marketing Do's & Don'ts

Do's

- ☑ Understand the prospect by conducting need-based marketing using Fact Finding Forms.
- Ensure any advertisement or public announcement is clear and does not confuse or mislead the public / prospect here.
- ☑ Use brochure / leaflet / flyer / images etc. provided by Etiqa in any advertisement / announcement via print / electronic media.
- ☑ Provide Marketing Illustration (MI) & Product Disclosure Sheet (PDS) to prospect and explain all features, benefits, limitation, exclusions, charges, key terms and conditions, etc., of the recommended product.

Etiqa Life Insurance & Family Takaful **Don'ts**

- Develop and use self-made marketing materials / advertisement through any print or electronic media such as newspapers, the internet or others without the approval of Etiqa.
- To exert undue pressure, influence, use or threaten to use harassment, coercion and physical force to sign the plan.
- Recklessly make any announcement, statement, illustration, promise, forecast or comparison which is misleading, false, deceptive.
- Advertise the product before filing to BNM is completed.