



National **Financial** Partners

# **EXCLUSION GRID 2007**

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**Momentum Myriad, Discovery Life, Old Mutual Green Light, Sanlam Matrix, Liberty Life, Altrisk, Metropolitan Odyssey**



	Momentum Myriad	Discovery Life	Old Mutual Green Light	Sanlam Matrix	Liberty Life Lifestyle Protector	Altrisk	1 Life Direct	Metropolitan Odyssey
<b>DEATH BENEFIT EXCLUSIONS – GENERAL TERMS</b>								
Death due to suicide (within 24 months)	•	•	•	•	• oa di	•oa rp	• oa wp	•
<b>DISABILITY EXCLUSIONS – GENERAL TERMS</b>								
Participation in hazardous pursuits and/or risky activities (Note D)	• r **	• r **	• r **	•	• r **	• r **	•	• r **
Self-inflicted injuries	• ig	• d	•	• d	• d	•	•	• w
War, civil commotion, riot, terrorist activity or rebellion	• p	• w	•	• p			•	•
Radioactivity or nuclear explosion	•		•	•	•		•	•
Violation of criminal law by the life covered (Note A)	• w	• w d	• s	• d	• w			• w
Consumption of alcohol (Note A)	• e	• l		• u			• e	
Inhalation of fumes (Note A)							• i	
Consumption of poisons, narcotics or medication							• in	
Aviation (other than a fare-paying passenger on a registered airline)				•				
Failure to immediately obtain medical advice after injury or illness			•	•	• ref		•	
Failure to follow medical advice after injury or illness			•	•	• ref		•	•
Certain back conditions (Note C)				• **				
Post Traumatic Stress Disorder (Note C)				• **				
Certain psychiatric disorders (Note C)				• **				

**KEY:** (w) Willful • (d) Deliberate • (i) Intentional • (n) Negligent • (di) Deliberate & intentional • (dv) Deliberate involvement • (wep) Willful, excluding pedestrian & traffic • (e) Excessive • (ep) Excluding pedestrian & traffic • (a) Applicable to motor vehicle driving only • (oa) Own act • (oh) Own hand • (p) Participation in • (i) Intentional • (ig) Intentional & grossly negligent • (u) Under the influence • (l) Above the legal limit • (ac) Abusive consumption • (r) Only excluded if practiced on a regular basis • (\*\*) Possibly can be included at extra premium • (s) Specific, refer to policy wording • (rp) In determining the 2 year period, recognition will be taken of prior insurance • (ref) Refusal • (wp) 2yr Waiting period on increased portion



<b>NOTE D. Definitions of Hazardous Sport or Pursuit</b>	<b>Momentum Myriad</b>	<b>Discovery Life</b>	<b>Old Mutual Green Light</b>	<b>Sanlam Matrix</b>	<b>Liberty Life Lifestyle Protector</b>	<b>Altrisk</b>	<b>1Life Direct</b>	<b>Metropolitan Odyssey</b>
* There is a definitive list, but this is not exhaustive	•	•	•		•	•	•	•
* There is a definitive list, and is exhaustive				•				
* Any pursuit deemed by the company as dangerous								
Rock climbing				•				
Mountaineering				•				
Hang-gliding				•				
Micro-lighting				•				
Acrobatic flying				•				
Paragliding				•				
Parasailing				•				
Parachuting/Sky-surfing/Sky-diving				•				
Speed contests of any kind				•				
Professional boxing, kick boxing, wrestling				•				
Diving				•				
Cave diving/Commercial Diving				•				



Change of occupation, residence and activity after inception of policy	Momentum Myriad	Discovery Life	Old Mutual Green Light	Sanlam Matrix	Liberty Life Lifestyle Protector	Altrisk	1Life Direct	Metropolitan Odyssey
<b>APPLICABLE FOR DISABILITY BENEFIT</b>								
Change of residence	•		• s		• s		• s	
Change of occupation	•	•	•		•	•	• rS	•
Participation in any hazardous sport or pursuit	•		• r		• r	• r		• r
Risky activities			• r					
Smoking habits	•				• s	•	• rS	•
<b>APPLICABLE FOR DEATH BENEFIT</b>								
Change of residence			• s				• s	
Change of occupation	•	•						•
Risky activities								
Smoking habits	•	•			•	•		•

**KEY:** • (s) Specific, refer to policy wording • (r) Notification required if practiced on a regular basis

Most companies will underwrite hazardous pursuits at the outset of the contract and will accept, load or exclude as appropriate, therefore the companies insist on notification on changes in participation of hazardous pursuits in order for the disability benefits on the life assured to remain unaffected. Failure to notify the insurer of any risk in writing and confirmed acceptance of the risk in writing will result in the claim being re-rated and this can be to Rand zero, which effectively means a repudiation of the claim. It is generally accepted that regular participation is defined in participating in the risky activity more than once a year.

Similarly, most companies require notification of a change of occupation or residence in order for the disability benefit to remain unaffected. Failure to notify the insurer of any risk in writing and confirmed acceptance of the risk in writing will result in the claim being re-rated and this can be to Rand zero which effectively means a repudiation of the claim. Normally a claim will only be affected if the new residence or occupation is of a higher risk category for example – if an accountant becomes an actuary there is no problem as these are in the same risk category, but if an accountant becomes a professional mountaineer, then the insurer must be notified, as the latter category will not be covered.



	Momentum Myriad	Discovery Life	Old Mutual Green Light	Sanlam Matrix	Liberty Life Lifestyle Protector	Altrisk	1 Life Direct	Metropolitan Odyssey
<b>DREAD DISEASE BENEFITS—GENERAL TERMS</b>								
Participation in hazardous pursuits or risky activities (Note D)	• r **	• r **	• r **	•	• r **	• r **		• r **
Self-inflicted injuries	• ig	• d	•	• d	• d	• s		• w
War, civil commotion, riot, terrorist activity or rebellion	• p	• w	•	• p				•
Radioactivity or nuclear explosion	•		•	•	•		•	• c
Violation of criminal law by the life covered (Note A)	• w	• w d	• s	• d	• w			• w
Consumption of alcohol (Note A)	• e	• ac s		• u	• s	• s	• e	
Consumption of poisons, narcotics or medication							• i n	
Inhalation of fumes (Note A)							• i	
Aviation (other than a fare-paying passenger on a registered airline)								
Failure to immediately obtain medical advice after injury or illness				•	• ref		•	
Failure to follow medical advice after injury or illness				•	• ref		•	

**KEY:** (w) Willful • (d) Deliberate • (i) Intentional • (n) Negligent • (di) Deliberate & intentional • (dv) Deliberate involvement • (wep) Willful, excluding pedestrian & traffic • (e) Excessive • (ep) Excluding pedestrian & traffic • (a) Applicable to motor vehicle driving only • (oa) Own act • (oh) Own hand • (p) Participation in • (i) Intentional • (ig) Intentional & grossly negligent • (u) Under the influence • (l) Above the legal limit • (ac) Abusive consumption • (r) Only excluded if practiced on a regular basis • (\*\*) Possibly can be included at extra premium • (s) Specific, refer to policy wording • (rp) In determining the 2 year period, recognition will be taken of prior insurance • (ref) Refusal • (wp) 2yr Waiting period on increased portion •



**NOTE A. Violation of a criminal law, consumption of alcohol and inhalation of fumes:**

The consumption of alcohol should include “**above the legal limit.**” Since most, if not all people, consume alcohol intentionally, the wording “**deliberate**” and “**intentional / excessive**” is ambiguous and unacceptable. The wording “violation of criminal law” should read “**deliberate**” or “**wilful**” violation of criminal law, and “**intentional**” inhalation of fumes.

**NOTE B. Disability benefit tapering:**

- **Liberty Life** the benefit is not tapered at all. This is applicable to existing as well as new business.
- **Momentum Myriad** the policy holder has the following choices with regards to tapering:
  - No benefit tapering
  - Entire benefit amount tapers from age 55. The benefit reduces annually by 10% of the benefit amount prior to the first reduction.
  - Entire benefit amount tapers from age 60. The benefit reduces annually by 20% of the benefit amount prior to the first reduction.
- **Sanlam** offers the policy holder the following choices with regards to tapering:
  - No benefit tapering (only available for business assurance), or
  - The benefit amount will reduce by 20% per policy year, from the policy anniversary preceding the life insured’s 61st birthday.
- **Old Mutual** amount of cover available at the policy anniversary preceding the life insured’s 60<sup>th</sup> birthday will be the cover amount. No voluntary or scheduled cover increases will be allowed after this date. The cover amount will thereafter (next anniversary) reduce at a rate of 20% per annum on each anniversary of the cover start date. When the life covered reaches the policy anniversary when the life covered is age 65 next birthday, then the benefit will cease.
- **Altrisk** have no tapering of benefits.

**NOTE C. Mental and back disorders:**

- **Sanlam** offers the client the option to include or exclude certain back and mental disorders; however Sanlam does not exclude all back and mental conditions should the life covered choose not to exercise this option.

**NOTE D: There is a definitive list, but this is not exhaustive:**

A definitive list does provide the advisor with a record of pursuits that are deemed hazardous by the provider. In the instance where no list is provided or the company determines at their discretion what they deem to be a “hazardous pursuit”, then the decision is purely subjective. In either case, the financial advisors need to ensure that they remain constantly updated, since the liability rests with them.

- **Sanlam** has a list that is exhaustive and they will carry the risk of any future changes.

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