

Why ALI Group?



MAKE CLIENT CARE A CORE PART OF YOUR BUSINESS...

- Join over 3,500 brokers who protect their clients with ALI Group.
- Since 2004, ALI Group has protected over 176,000 Australians and provided over \$47billion in cover¹.



GROW YOUR INCOME

- Great return for a 10 minute discussion.
- Deepens client connection, which leads to more referrals.



OFFERING LOAN PROTECTION IS SIMPLE

- All clients accepted² – no awkward health questions.
- Paperless application process using our Online Application Form – no signatures.
- Integrated with leading aggregator CRM systems to make it even easier for you to protect your clients.



PROTECTION WHEN NEEDED MOST

- Critical Illness benefit (or trauma cover). This type of cover is not generally available through Superannuation.
- Death and Terminal Illness benefit.
- Involuntary Unemployment benefit³
- Loan Protection Plan offers great value for the benefits that it provides compared to similar bank products⁴ - Average premium is \$55 per month⁵.



SERVICE AND SUPPORT YOU CAN COUNT ON

- Dedicated BDM for training, coaching and support.
- Specialist call centre for brokers and policyholders.
- Admin and claim support.
- Dedicated broker portal and dashboard with useful tools and collateral.



AUTHORISATION IS EASY

- Simple application form.
- No costs involved to become authorised.
- No additional qualifications required.
- All training provided:
 - Online product training.
 - Face-to-face training: best practice, case studies and integration with your loan process.

TO EXPRESS YOUR INTEREST



<https://www.aligroup.com.au/register>

¹ ALI data as of 31 December 2017.

² You are automatically accepted for cover if you are aged 18-59 years and an Australian or New Zealand citizen or permanent resident

³ Available in the first 5 years of policy only

⁴ Rice Warner (2015). Loan and Mortgage Protection: Product Review

⁵ ALI data for FY2017.

Why loan protection?

Here is what some of our award-winning brokers have to say...

"I really believe in it. I think it is **vitaly important** to have your clients covered. I have the discussion with every one of my clients, and most of them take it up."

ROBERT TREWIN, VIC



"You can't take out liabilities without discussing the risks involved. It scares me to think that **life is short and bad things do happen to good people...** and, I don't want 'that' client to ever be one of my clients."

PHIL ROGERS, QLD



"I had my own brush with health a couple of years back. On my 30th birthday **I got diagnosed with cancer** which was a bit of a shock because no one in my family has ever had cancer. I had ALI cover and got to **see the process from the other side**. It opened my eyes, I have two young kids and I am the only one working."

BREN RODDA, NT



"**I genuinely care** about my clients. I never assume a client already has insurance and ensure I have the discussion with every client **regardless of age, gender or circumstance**. By not offering ALI, I would not be doing the right thing by my clients."

MARTIN IRELAND, WA



TO FIND OUT MORE



1800 006 776



aligroup.com.au/mortgage-brokers