



# **Manual for Illustration Sheet**



## **Abstract**

Below is the manual described for the agent of how to use and fill the required fields of the Illustration form. Each step from start to end is taken as screenshot where every step is thoroughly explained in the manual. The explanation is given with every picture of how you can enter the data of the form, which part is locked and how you can enter the fields.



| General Membership Details |           | Basic Information          |              | INSTRUCTIONS BOX                                       |  |
|----------------------------|-----------|----------------------------|--------------|--|--|
| Age                        | 23        | Select Plan                | Grand Plan   | Minimum Annual Premium cannot be less than PKR 250,000 |  |
| Face Value                 | 3,220,220 | Name                       | Taha         |  |  |
| Premium (Annual/ly)        | 628,232   | Gender                     | M            | <input type="button" value="Generate Illustration"/>   |  |
| Term                       | 25        | Date of Birth (mm/dd/yyyy) | 29-Oct-1994  |  |  |
| Rate                       | 19.18%    | Premium Frequency          | Annually     |  |  |
| Rate                       | 19.18%    | Basic Premium              | Rs. 121,332  |  |  |
| Rate                       | 19.18%    | Membership Term            | 25 years     |  |  |
| Rate                       | 19.18%    | Option for Cover Multiple  | Non-Standard |  |  |
| Rate                       | 19.18%    | Cover Multiple             | 0            |  |  |
| Rate                       | 19.18%    | Premium Indexation Rate    | 0%           |  |  |
| Rate                       | 19.18%    | Face Value Indexation Rate | 0%           |  |  |
| Rate                       | 19.18%    | CNIC or Passport           | CNIC         |  |  |
| Rate                       | 19.18%    | CNIC Number                | 2213         |  |  |
| Rate                       | 19.18%    | Number of Projection years | 25 years     |  |  |
| Rate                       | 19.18%    | Proposal Number            |              | <input type="text" value=""/>                          |  |

- The above is the Illustration sheet plan designed to auto generate to benefits and coverage along with the returns of the plans is calculated. Each data entry field is required to be input by an agent to generate the illustration sheet for the client whom he/she can email to him for cross-references.
- Basically what you enter in the data fields generate the proposal for the client so he can access what returns he can expect from the proposed investment model / plan.



| Basic Information          |              |
|----------------------------|--------------|
| Select Plan                | Grand Plan   |
| Name                       | Taha         |
| Gender                     | M            |
| Date of Birth (mm/dd/yyyy) | 26-Oct-1994  |
| Premium Frequency          | Annually     |
| Basic Premium              | Rs. 122,222  |
| Membership Term            | 15 years     |
| Option for Cover Multiple  | Non-Standard |
| Cover Multiple             | 10           |
| Premium Indexation Rate    | 0%           |
| Face Value Indexation Rate | 0%           |
| CNIC or Passport           | CNIC         |
| CNIC Number                | 1111         |
| Number of Projection years | 15 years     |
| Proposal Number            |              |

In the above picture, the Plan name “Grand Plan” illustration sheet is placed; each illustration sheet is different for each plan.

In the above text boxes you are required to enter the following data to proceed further:

1. Name of the client
2. Gender selection
3. Date of Birth
4. Premium Frequency (Monthly , Semi-Annual Or Annual options are available)
5. The Basic premium text box is locked; here we don't enter the premium number as another box is designed to pick the required data.
6. Membership term – you define the tenure of the policy here
7. Cover multiple – here you define the multiple cover a client can opt.
8. Premium indexation and Face Indexation can be set according to the need of the client
9. CNIC Or Passport- You can select anyone option to enter the data; mostly CNIC is preferred for Pakistani agents
10. Once CNIC is selected you are required to enter the CNIC (13-digits) number in the box



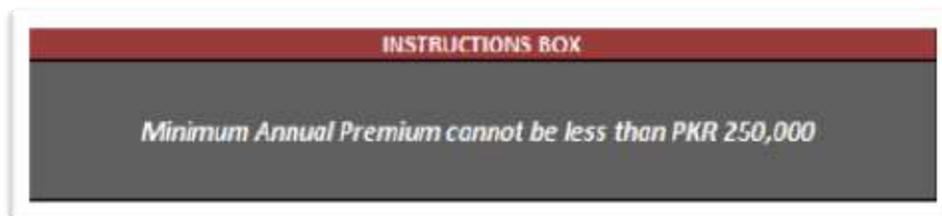
11. Number of years projection – What tenure the client seek can be entered here for projection purpose i.e. 5 – 10 -15 – 20 years of projection; so to analysis the returns a client can make in future.

| General Membership Details |           |
|----------------------------|-----------|
| Age                        | 23        |
| Face Value                 | 1,222,220 |
| Premium (Annually)         | 122,222   |

- The Age, Face value and Premium boxes are auto-calculated from the date of birth data box – this field is locked

|                    |             |
|--------------------|-------------|
| Premium            | Rs. 122,222 |
| Filer or Non-filer | Filer       |
| Tax amount         | Rs.         |

- Here you have to decide with the client or access the client how much he can pay the premium. Upon mutual agreement enter the premium in the above slab. Once you enter the premium this number will automatically placed itself in the other fields of the sheet where premium is mentioned

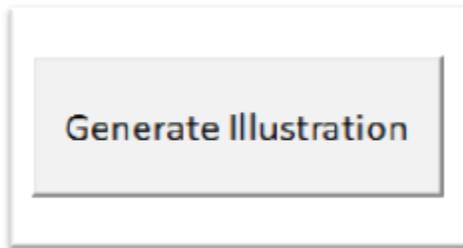


- Upon successful completion of the sheet the above text box will predicts that all data entries are now complete and can proceed further; if there is an error in entering the field or missing an data it will automatically shows the error here.



| Supplementary Benefits to be Attached |        |          |               |
|---------------------------------------|--------|----------|---------------|
| Benefit:                              | Yes/No | Term     | Face Value    |
| Accidental Shield Benefit (ASB)       | Yes    | 15 years | Rs. 6,000,000 |
| Accidental Guard Benefit (AGB)        | No     |          |               |
| Family Support Benefit (FSB)          | No     |          |               |
| Immobility Assist Benefit (IAB)       | No     |          |               |
| Premium Support Benefit (PSB)         | No     |          |               |
| Hospital Cash Benefit (HCB)           | No     |          |               |
| Critical Illness Assist Benefit (CIB) | No     |          |               |
| Education Expense Benefit (EEB)       | No     |          |               |
| Income Support Benefit (ISB)          | No     |          |               |

- Here are the Riders for each plan which can be altered according to the client's demand by defining the tenure and the Sum assured here in the fields respectively.



- Once all the data is correctly inputted; the **GENERATE ILLUSTRATION** button is now ready to use which will show the illustration in the presentable manner viewable to the client. Once the illustration data is filled and complete and you clicked the button mentioned above a Proposal is now generated in both languages i.e. English and in Urdu also.



| TPL Life   |                                     | TPL Life Insurance Limited (Formerly AolaCare Health & Life Insurance Company Limited) |                  |                                  |                             |
|--|-------------------------------------|--|------------------|----------------------------------|-----------------------------|
| <b>Illustration of Benefits for Grand Plan especially prepared for Mr. Toha, aged 23 years</b> |                                     |  |                  |                                  |                             |
| <b>Basic Details:</b>  |                                     |  |                  |                                  |                             |
| Name of Life Assured:  | Toha                                | Filer or Non-Filer:  | Filer            | Expected Commencement Date:      | August 30, 2017             |
| Date of Birth:   | October 24, 1994                    |  |                  |                                  |                             |
| Gender:  | M                                   | Reference number:  | C                | Illustration valid till:         | Apr 25, 2018                |
| <b>Coverage Details:</b>   |                                     |  |                  |                                  |                             |
| Plan:  | Policy Term / Premium Payment Term: | Benefit / Sum Assured:   | Table Mortality: | Initial Premium:                 |                             |
| Grand Plan   | 15 years / 15 years                 | Rs. 6,000,000 lump sum<br>(Cover multiple: 10)   | Standard Terms   | Rs. 600,000 Annually             |                             |
| <b>Supplementary Benefits:</b>   |                                     |  |                  |                                  |                             |
| Accident Benefit (ADB)   | 12 years                            | Rs. 6,000,000 lump sum   | Standard Terms   | Rs. 600,000 Annually             |                             |
| <b>Total basic premium payable:</b>  |                                     |  |                  |                                  | <b>Rs. 600,000 Annually</b> |
| <b>MEDICAL REQUIREMENTS</b>  |                                     | <b>NON-MEDICAL</b>   |                  | <b>Basic Premium Indication:</b> | 0%                          |
|  |                                     |  |                  | <b>Face Value Indication:</b>    | 0%                          |

After clicking the generate button an illustration is auto-generated viewable to the client which you can send them via email or print them for review reference.

The **Basic details** header will show basic information of the client with:

- Name of the client
- Date of Birth
- Gender
- Filer or Non-Filer category
- Reference number – if any
- Expected Commencement date
- Illustration validity date

The **Coverage details** show the following:

- Plan name
- Supplementary Benefit – if chosen
- Policy Term – Tenure of the policy
- Benefit / Sum Assured of the client
- Initial premium slab
- Terms condition



**Table 2: Illustrative Values in PKR**

| Policy Year                      | Age | Basic premium for the year                                      | Cumulative Main Plan Basic Premium paid | 6% p.a. Unit Growth Rate / Rate of Return                      |                 | 8% p.a. Unit Growth Rate / Rate of Return                      |                 | 10% p.a. Unit Growth Rate / Rate of Return                      |                 |
|----------------------------------|-----|---|---|--|-----------------|--|-----------------|---|-----------------|
|                                  |     |   |   | Main Plan Death Benefit  | Surrender Value | Main Plan Death Benefit  | Surrender Value | Main Plan Death Benefit   | Surrender Value |
| 1                                | 24  | 600,000   | 600,000                                 | 6,000,000  | -               | 6,000,000  | -               | 6,000,000   | -               |
| 2                                | 25  | 600,000   | 1,200,000                               | 6,000,000  | -               | 6,000,000  | -               | 6,000,000   | -               |
| 3                                | 26  | 600,000   | 1,800,000                               | 6,000,000  | 1,499,219       | 6,000,000  | 1,554,482       | 6,000,000   | 1,612,027       |
| 4                                | 27  | 600,000   | 2,400,000                               | 6,000,000  | 2,183,742       | 6,000,000  | 2,266,648       | 6,000,000   | 2,372,271       |
| 5                                | 28  | 600,000   | 3,000,000                               | 6,000,000  | 2,888,398       | 6,000,000  | 3,050,426       | 6,000,000   | 3,220,571       |
| 6                                | 29  | 600,000   | 3,600,000                               | 6,000,000  | 3,618,278       | 6,000,000  | 3,859,418       | 6,000,000   | 4,119,957       |
| 7                                | 30  | 600,000   | 4,200,000                               | 6,000,000  | 4,383,220       | 6,000,000  | 4,720,962       | 6,000,000   | 5,288,807       |
| 8                                | 31  | 600,000   | 4,800,000                               | 6,000,000  | 5,179,729       | 6,000,000  | 5,628,613       | 6,228,963   | 6,528,881       |
| 9                                | 32  | 600,000   | 5,400,000                               | 6,012,524  | 6,012,524       | 6,615,530  | 6,615,530       | 7,282,419   | 7,282,420       |
| 10                               | 33  | 600,000   | 6,000,000                               | 6,908,374  | 6,908,374       | 7,680,142  | 7,680,142       | 8,544,010   | 8,544,010       |
| 15                               | 38  | 600,000   | 9,000,000                               | 11,042,871   | 11,042,871      | 14,141,572   | 14,141,572      | 18,615,406  | 18,615,406      |
| Policy Year                      | Age | Inflation adjusted (4% Cumulative Main Plan Basic Premium paid) |   | Inflation adjusted (6% p.a. Unit Growth Rate / Rate of Return) |                 | Inflation adjusted (8% p.a. Unit Growth Rate / Rate of Return) |                 | Inflation adjusted (10% p.a. Unit Growth Rate / Rate of Return) |                 |
| 25                               | 38  | 7,002,733   |   | 7,828,764  |                 | 8,028,629  |                 | 8,289,044   |                 |
| <b>Fund Sharing Percentages:</b> |     |   |   | <b>Booster Fund:</b>   |                 |  |                 | 100%  |                 |

- The above is the illustration of returns that the client can be guide from of how much he invest and what investment he can get in return of the total investment after completion of the insurance plan or the maturity year.
- The illustration is shown in 6% , 8% and 10% of per annum Growth rate / rate of return as per the policy of SECP. Although the returns can vary and may grow above 10% but still we restrict it to max 10% along with the policy tenure showing each year growth and return.

**Notes:**

| Allocation Percentages |             |             |             |             |                    |               |                     |
|------------------------|-------------|-------------|-------------|-------------|--------------------|---------------|---------------------|
| Year 1: 70%            | Year 2: 78% | Year 3: 86% | Year 4: 93% | Year 5: 99% | Year 6 to 14: 100% | Year 15: 100% | Year 16 to 25: 100% |

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- Here in the illustration; Allocation of investment is shown where TPL Life will show how much they will invest in 1<sup>st</sup> year till the maturity of the plan.



| Declarations:   |                    |
|---|--------------------|
| <u>Declaration by the Sales Representative:</u>   |                    |
| I confirm that I have not made any verbal, written or electronic presentation which is in contradiction to this illustration. I also confirm that I have not misled or deceived the prospective client in any way in case of any misconduct on my part the Company and I shall be responsible for any loss to the prospective client, in such circumstances, IBCP shall have the authority to take any action in light of the Insurance Ordinance 2000. |                    |
| Signature: _____  | Designation: _____ |
| Name and code: _____  | Date: _____        |
| <u>Declaration by the Proposed Policyholder:</u>  |                    |
| I have studied the above illustration and notes carefully and understood them fully. I also confirm that no other illustration verbal, written or electronic in contradiction to this illustration has been given to me.  |                    |
| Signature: _____  | CNIC: _____        |
| Name: _____   | Date: _____        |
| Address: _____  |                    |

- This is the confirmation part from Agent and from the client; where both agrees on the proposed plan and signed the proposal for the issuance of the policy.