



LIFEPLAN  
**PRODUCT  
GUIDE**

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# WELCOME

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## **ALL YOU NEED**

Thank you for considering LifePlan for your protection needs.

We are committed to talking to you in easy to understand language, so we've done our best to remove the technical jargon from this guide. But when we do have to use some we'll explain it.

To make sure you have all the necessary information to make a decision about LifePlan, you should read this guide and the:

- Key Information Document
- Fund Guide
- Terms and Conditions
- Your illustration

We trust that your experience with us from the first day to the last reflects our passion for providing sophisticated yet flexible products in a clear and simple to understand way.

## **AT ITS CORE**

The main purpose of this plan is to provide one or two individuals with an amount of life cover. We talk about these individuals as the lives assured and the cover is designed to last over their lifetime.

Other types of protection can be added to the plan, and we'll tell you about these later.

We collect regular payments which, combined with investment fund growth, is used to pay for the cover.

Plans can be set up on a number of different bases, so when an event occurs that is covered by the plan, we will pay out a cash amount subject to a valid claim:

### **Single life**

There is only one life assured covered by the plan.

### **Joint life both death**

There are two lives assured which are both covered by the plan each with independent benefit levels.

They are treated independently and the plan only ends when both have died.

A joint life both death plan is effectively the same as running two separate single life plans but with the convenience of just one application and regular payment.

### **Joint life first death**

There are two lives assured covered by the plan both with the same benefit level. The plan comes to an end when the first life assured dies.

Joint life first death is often used by couples who require a cash sum for the other person when they die.

# AVAILABLE COVER AND BENEFITS

## WHAT'S AVAILABLE AND WHEN?

Certain types of protection last throughout the life of the plan, whilst others come to an end when the life assured reaches a specific age. Depending on the age of the life assured when the plan is taken out, some of the options may not be available.

There are summary tables at the back of this guide that detail:

- Protection type
- Availability
- The allowable age of the life assured that can have it
- When it will stop
- The minimum and maximum amounts that can be chosen

Throughout this guide we detail all monetary amounts in United States dollars (USD). The summary tables at the back of this guide will provide you with the currency equivalents where appropriate.

## UNDERSTANDING THE TYPES

Every LifePlan must have an amount of life cover which lasts until death. You also have the ability to add additional cover options. Depending on the selections you make we may also provide some additional benefits at no extra cost.

All of the pay-outs described here are based on a valid claim being made in line with the definitions provided in the Terms and Conditions.

## LIFE COVER

This is an amount that will be paid out after the death of the life assured. You cannot have a LifePlan without this for each life assured.

You can choose an amount from USD45,000 up to USD7,500,000.

With the life cover you may also receive the following at no extra cost:

## Repatriation Benefit

If a life assured dies outside of their home country of residence we will pay out a portion of their life cover up to a maximum of USD7,500 to assist with any costs.

## Terminal Illness Benefit

If a life assured is diagnosed with an illness that will lead to death within 12 months we will pay out the selected life cover in advance.



### **GUARANTEED INSURABILITY OPTION (GIO)**

Where this benefit is available, you may add cover upon marriage or birth of a child free from underwriting. However, increasing your cover amount will result in an increase to the benefit charges being deducted from your plan.

Whilst there is no requirement to increase your payments when you

exercise a GIO, you may wish to request a sustainability review to establish the medium to long term impact of increasing your cover.

We will allow you to increase the life cover without further medical underwriting when any of these life events occur:

Marriage	up to USD75,000
Birth of first child	up to USD37,500
Birth of second child	up to USD37,500

### **TERM LIFE COVER**

An optional amount that lasts for a chosen period of time between 5 and 61 years, and is paid out on a valid claim if the life assured dies during that time.

You can choose an amount from USD45,000 up to USD7,455,000.

The maximum term available will always be limited by the life assured's 80<sup>th</sup> birthday, when it must come to an end.

Typically term cover might be used where you have a fixed term commitment such as a mortgage and require cover for the period of time it is being paid off.

### **ACCIDENTAL DEATH BENEFIT**

An optional benefit you can add to your plan which will pay out if the relevant life assured dies in an accident or as a result of their injuries up to 90 days later.

If a valid claim is made this benefit will double the amount of life and term life cover (if it applies) up to a maximum of USD500,000.

For example if the life cover is USD100,000 and term life cover is USD200,000, then the pay-out on a valid claim would be doubled to USD600,000.

Accidental death benefit only lasts up to the life assured's 65<sup>th</sup> birthday, when it comes to an end.



# HOW DOES IT WORK?

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## PROVIDING THE PROTECTION

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In the insurance industry there are generally two different ways protection products are provided:

1. A plan where you make payments and get nothing back if you stop paying; or
2. A plan where you make payments which are invested and may be worth something even if you stop paying and bring it to an end.

LifePlan is the latter.

The aim is for the protection benefits provided by your plan to be funded from its value, so the payments you make are invested in the funds you choose and the fund growth achieved directly impacts if the plan is able to “sustain” those benefits.

Before you take out a plan your financial adviser will produce an illustration.

This is effectively a calculator which works out the amount you need to pay us, depending on the cover requested, and an investment growth you believe is likely over time.

Illustrations which assume lower growth over time will calculate a higher payment than those with a higher growth rate. We allow your financial adviser to calculate payments based on growth between 0% and 6% per year.

In reality the growth achieved will vary each year and can't be guaranteed, but you can discuss this with your financial adviser in terms of reasonable assumptions to make in your illustration.



After you have taken out your plan we monitor its ability to sustain the benefits each year from year 5 onwards.

We highlight this in your annual statement by telling you the ongoing yearly growth which is required to keep your plan on track. If at any stage this growth rate is higher than you'd like we can perform a full sustainability review for you and look at options to maintain your plan with your financial adviser.

## CURRENCY OPTIONS

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The benefits you select and the payments you make will be based on one of the following currencies:

- Pounds Sterling (GBP)
- US Dollars (USD)
- Euros (EUR)

Your plan will be issued and valued in this currency which cannot be changed once it has been issued.

**TABLE 1****Payment options**

Method	Monthly	Quarterly	Half-yearly	Yearly
Credit Card	Yes	Yes	Yes	Yes
Standing Order	Yes	Yes	Yes	Yes
Direct Debit	Yes	Yes	Yes	Yes
Telegraphic Transfer	No	No	Yes	Yes
Cheque	No	No	Yes	Yes

**TABLE 2****Payment minimums (USD)**

Monthly	Quarterly	Half-yearly	Yearly	Single
200	600	1,200	2,400	6,000

**PAYMENT OPTIONS**

Most plan owners pay regularly on a monthly basis but quarterly, half-yearly and yearly payment options are also available.

You can pay by credit card but other options are available depending on how often you are paying (see Table 1).

We do not pass on any fees charged by credit card providers unless it is American Express.

Where payments are made by American Express, we will collect an additional 1% of the value to help subsidise their fee.

You can also make a lump sum payment at any time from year 5 onwards.

**PAYMENT MINIMUMS AND MAXIMUMS**

There are no maximum limits in relation to regular or lump sum payments, but we do apply some minimums.

Your payment will be calculated according to your requirements in the illustration and the minimum payments are shown in Table 2.

**PAYMENT TERMS**

Regular payments can be made throughout the lifetime of the life assured, or for a limited payment term between 5 and 50 years.

**INVESTING PAYMENTS**

The cost of setting up a plan is paid for during the first 2 years. This is called the establishment period. During this period we do not buy any units in the funds you have selected.

From years 3 to 10 inclusive, 94% of each regular payment made will be used to purchase units.

Then from year 11 onwards, the rate at which we purchase units will increase to 98%.

Any increase in the amount you pay will be subject to its own establishment period and invested in the same way as described above.

A minimum of 93% of any lump sum payment made will be used to purchase units.

Your payments invest in the funds you choose and your plan value goes up and down based on the fund price for the units you hold.

**WHAT CAN I INVEST INTO?**

You can invest in any fund from the available range and you can hold a maximum of 5 funds at any one time. You can currently switch between funds free of charge and redirect future payments into new funds whenever you want.

A full list of available funds can be found in the Fund Guide.

**CHARGES**

As you would expect, we deduct a number of charges from your plan to cover the ongoing cost of administration and providing your protection benefits.

Further details are available in the Key Information Document and Terms and Conditions.

# MAKING CHANGES

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## **ONGOING MONITORING**

Our online service allows you to log in and monitor your plan from the very beginning. This is a great way to keep track of its performance and we recommend you take advantage by signing up for this service at outset.

Keeping a copy of your original illustration is a reassuring way of confirming that your plan is performing in line with your expectations.

We recommend that you always talk to your financial adviser first, before applying to make any changes to your plan.

## **PAYMENT INCREASES AND DECREASES**

Generally speaking you wouldn't normally look to decrease regular payments with this type of plan, but there may be times when this is appropriate. For example, if your plan value is already funding your protection benefits or if you are looking to reduce these along with a reduction in your future payments.

Decreases are only possible after year 2 of your plan, and are also subject to the following:

- your reduced payment being capable of supporting your required benefits
- the decrease only taking place on the next plan anniversary

- the remaining payment level being equal to or greater than the minimum allowed
- approval by RL360 Underwriting

If you want to increase your payments you can apply to do so from your next payment due date.

## **STOPPING AND RESTARTING PAYMENTS**

We offer the ability to take something called a "payment holiday" depending on your plan circumstances.

You can apply to stop your payments for a period of up to 2 years, subject to:

- the completion of the establishment period;
- the plan value being at least twice your yearly regular payments; and
- you having made all the payments due at the time of making your request

Charges continue to be taken during this period and you will need to restart your payments when the "payment holiday" comes to an end.

Further details on payment holidays can be found in the Terms and Conditions.

The important thing to remember is that when we illustrate how much you need to pay, we assume that you intend to pay

either throughout your lifetime or for a chosen payment term. If you stop paying for a time this can impact on the ability of the plan to sustain your benefits.

## **WITHDRAWING MONEY**

Ideally when you take out this plan you won't require access to the money you pay in, but we do offer the ability to take withdrawals under certain circumstances.

The minimum amount you can withdraw is USD1,500, and after the withdrawal your plan value must be equal to or greater than USD15,000.

## **CANCELLING YOUR PLAN**

If you no longer require your plan you can request to "cancel" it. If you do this during the first 2 years you will get no money back. After that you may receive an amount back which will depend on your payments, charges and fund growth achieved.

You can withdraw your application at any time before we issue your plan, without charge.

## **COOLING OFF PERIOD**

If you change your mind and do not wish to continue with your plan after it starts, there is a cooling off period within which you can cancel and receive a full refund of your initial payment. You will have 30 days from when you receive your Welcome Pack to do this.



# ADVICE

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We are always on hand to help you with queries about your plan and provide you with up to date information, whether it's in writing, over the phone or online.

We do recommend that you always speak to your financial and/or investment adviser first, as they are in the best position to know your personal circumstances and

talk about ongoing suitability and provide advice.

RL360 does not provide financial or investment advice and cannot help or advise you when making decisions.



# SUMMARY TABLES

## WHOLE OF LIFE BENEFITS

This is the level of cover that applies to each life assured.

Benefits	Life basis			Age at start date		Age at end date	Benefit levels	
	Type	Single life	Joint life first death	Joint life both deaths	Minimum	Maximum	Minimum	Maximum
Primary Life Cover	Yes	Yes	Yes	18	74	Valid claim	GBP30,000 USD45,000 EUR45,000	GBP5,000,000 USD7,500,000 EUR7,500,000

These benefits are advanced from the level of primary life cover chosen.

Benefits	Life basis			Age at start date		Age at end date	Benefit levels	
	Type	Single life	Joint life first death	Joint life both deaths	Minimum	Maximum	Minimum	Maximum
Terminal Illness	Yes	Yes	Yes	18	74	Valid claim	Equal to life cover	
Repatriation Cover	Yes	Yes	Yes	18	74	95	GBP5,000/USD7,500/EUR7,500	

## TIME-LIMITED BENEFITS

Where chosen or included with other benefits these are valid until a life assured reaches a certain age.

Benefits	Life basis			Age at start date		Age at end date	Benefit levels	
	Type	Single life	Joint life first death	Joint life both deaths	Minimum	Maximum	Minimum	Maximum
Term Life Cover	Yes	Yes	Yes	18	59	80	GBP30,000 USD45,000 EUR45,000	GBP4,970,000 USD7,455,000 EUR7,455,000
Accidental Death Benefit	Yes	Yes	Yes	18	59	65	Equal to life cover up to: GBP333,333 USD500,000 EUR500,000	
Guaranteed Insurability Option	Yes	Yes	Yes	18	50	55	Life Cover increased by up to: GBP25,000/USD37,500/EUR37,500 for each child (maximum 2)  On marriage up to: GBP50,000/USD75,000/EUR75,000	

### Payment minimums

Currency	Monthly	Quarterly	Half-yearly	Yearly	Single
GBP	150	450	900	1,800	5,000
USD/EUR	200	600	1,200	2,400	6,000

### Minimum withdrawals

Currency	Minimum
GBP	1,000
USD/EUR	1,500

### Minimum plan value

Currency	Value
GBP	10,000
USD/EUR	15,000

## **GLOBAL REACH**

While based on the Isle of Man, RL360 is a truly global business. We operate in the Far East, Africa, the Middle East, Emerging Europe, Latin America and the UK.

Our international customers span the world, residing in 200 different countries.



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Isle of Man Financial Services Authority.

LP01c 05/24

**PROTECTING YOU  
WHEN LIFE DOESN'T  
GO ACCORDING  
TO PLAN**

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