

Death and Distress Benefit Fund

Target Market Determination (TMD)

Name of product	<i>Death and Distress Benefit Fund</i>
TMD date	<i>4 October 2021</i>
TMD Version	<i>Version 1</i>
TMD end date	

Purpose

A Target Market Determination (TMD) is required under section 994B of the *Corporations Act 2001* (Cth).

The purpose of this TMD is to describe:

- the types of customers that Death and Distress Benefit fund is suitable for and not suitable for;
- how it is distributed;
- when this document will be reviewed; and

This TMD is not a Product Disclosure Statement (PDS) and is not a summary of the product terms and conditions. Any advice provided in this document is general advice only. It has been prepared without taking into account any individual customer's particular objectives, financial situations or needs. This product is issued by Foresters Financial. More information about this product can be found in the PDS, which contains full details of coverage, conditions, limitations and exclusions. Consider whether the product is appropriate for you before making any decisions about whether to buy or continue to hold a policy. If you have already purchased this product, you should review the information we have provided you whenever your circumstances change.

Key product attributes

The Death and Distress Benefit Fund is an insurance product designed to pay a benefit in the event of the death of a member or in relief of serious distress.

The product provides:

- Lump sum payments of \$5,000 or \$10,000 (depending on the level of cover) upon the death of the member or their spouse;
- Lump sum payment of \$2,000 or \$4,000 (depending on the level of cover) upon the death of the member's or member's spouse's child up to the age of 21;
- Death benefits to be paid to nominated beneficiaries outside the member's estate to provide certainty for estate planning; and
- Weekly payments of \$250 or \$500 (depending on the level of cover) in relief of serious distress up to a maximum of 12 weeks.

Who is this product suitable for?

Customer objectives

Membership of the Fund is limited to natural persons who are employees of Ambulance Services, Emergency Service Telecommunication Authority (ESTA), any of the private providers of ambulance transport in Victoria or employees of an appropriate craft union or Foresters Financial who transferred to that employment from employment with ASV (collectively called the 'Service').

Membership in the Fund is also available to natural persons who are employees of other ambulance services as well as those of all industry affiliated and aligned bodies operating throughout the states and territories of Australia.

This product is suitable for an individual with any one or more of the following objectives:

- To provide funds upon their death to be used as needed;
- To provide funds upon the death of a spouse, their children or their spouse's children in the event of their death; or
- Wanting to have funds paid upon death either directly to a nominated beneficiary or to their estate.

Who is this product not suitable for?

This product may not be suitable for Customers:

- Wanting only comprehensive income protection or health cover;
- Wanting only a distress benefit; or
- Not requiring a death benefit.

How is this product distributed?

This product is available to customers via their employment with the Service as advertised by their Union.

Reviewing this document

We will collect information and prepare reports regarding sales activity, performance, complaints and any occasions where this product has been sold contrary to the TMD on an at least quarterly basis to help improve our products and service.

We will review this TMD if:

- there are amendments to our PDS that change the benefits provided;
- we introduce other ways in which this product can be sold;
- we receive a significant number of complaints regarding the design or distribution of this product;
- the business performance and value provided by this product indicate the TMD is no longer appropriate; or
- we identify that there has been a significant dealing in the product that is not consistent with the TMD.

Our review will occur within ten (10) business days of any of the above events occurring.

In any event, a review of this TMD will be completed no later than two years from the publication date of this TMD and subsequently at two-yearly intervals.

Questions?

If you have any questions about our products or this TMD, please contact us on 1800 645 326.

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