

How to do an Alterations quote and submit



Convert to LifeReturns® Business rules

If the existing policy is Interactive or non-Interactive, the client can select if they want to convert the policy to LifeReturns®.

The below rules apply with the selection of LifeReturns® = Yes

- If at least one of the insured lives on the policy is an existing Multiply Premier member, then
 - Can convert the policy to LifeReturns® without doing any other alteration
 - Can convert the policy to LifeReturns® in combination with any other type of alteration
- If none of the insured lives on the policy is an existing Multiply Premier member, then:
 - Can convert to LifeReturns® if Add Main or add a new life is part of the Alteration

Alteration done is a convert to LifeReturns® and an Add Main

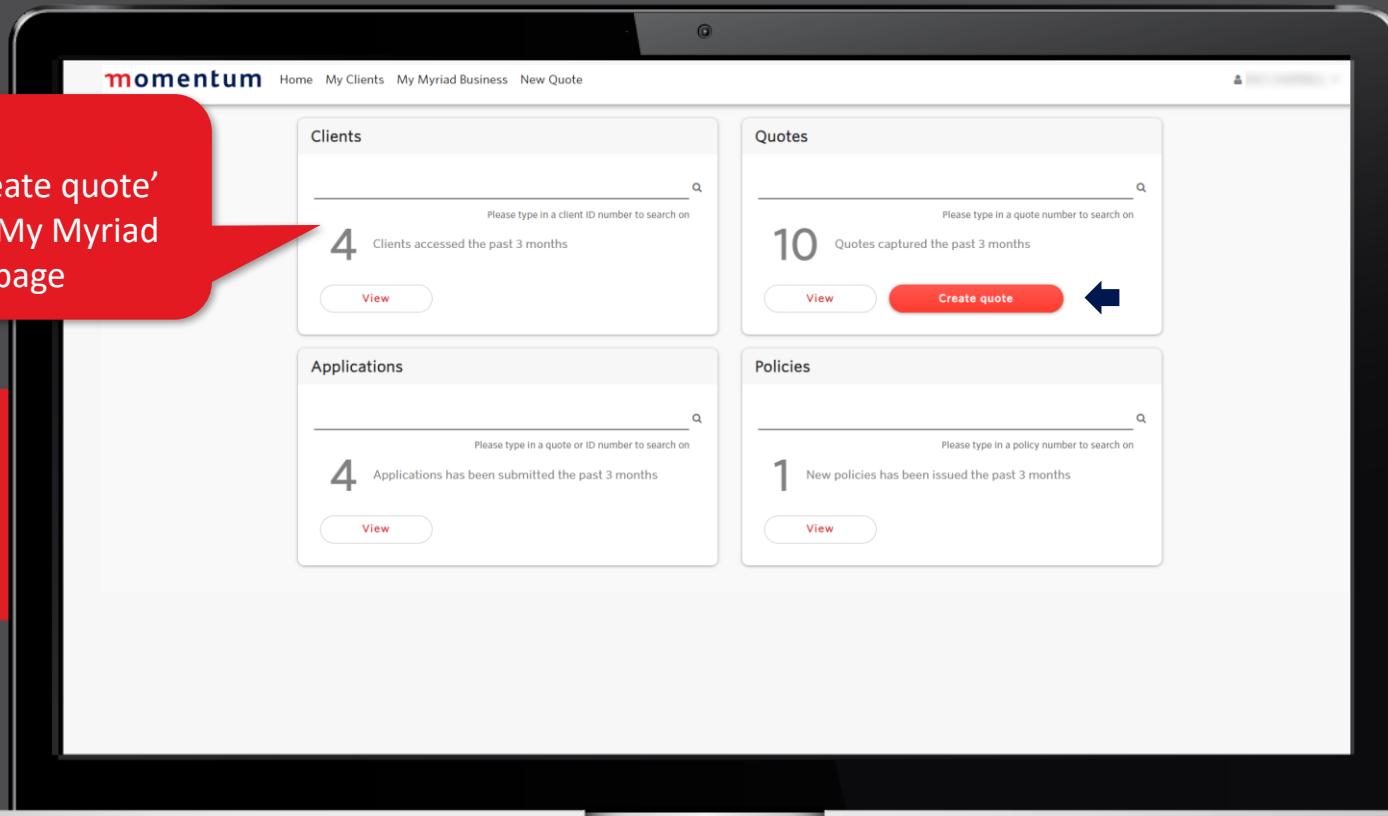
- If the client does not screen
 - Set and Admin requirement on submit for the life assureds that did not screen.
 - Do not allow the alteration quote to update while this admin requirement is outstanding.

How to do an Alterations quote and submit



Step 1:

Select 'Create quote' from the 'My Myriad Business' page



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Step 2:

Select 'Alteration Quote'

Create Quote

New Business Quote

Alteration Quote

New Business Quote

Quote description

Select package

Personal	Business	Homeloan package	Student package	Option policy
Personal/Estate duty				
Security for loan/bond				
Other				

Select tax status

Natural Person

Q Search

How to do an Alterations quote and submit

Step 3:
Provide quote details

Create Quote

New Business Quote Alteration Quote

Alteration Quote

Quote description 1

Policy number 2

Cancel Ok 3

1. Capture a quote description
2. Capture the policy number
3. Select 'Ok'

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Step 4:

Convert to LifeReturns®

The screenshot shows the 'Alteration quote' process in the Momentum Myriad software. The main window displays 'Step 4: Finalise' of the 'Capture quote' process. A red callout box highlights the 'Convert to LifeReturns®' step. A modal window titled 'Convert to LifeReturns®?' is open, providing information about the LifeReturns® service and a diagram illustrating the discount calculation. At the bottom of the modal, there are 'No' and 'Yes' buttons, with 'Yes' being highlighted with a blue circle containing the number '1'.

Convert to LifeReturns®?

What is LifeReturns®?

Momentum Myriad's LifeReturns® is a modern approach to Myriad's accurate pricing philosophy. It utilises the latest digital technology to quickly and accurately assess health risk factors used to price insurance risk. LifeReturns® gives the client up to 35% discount on their contractual life insurance premiums. To participate in LifeReturns®, the insured life just needs to screen and submit their biometric results using the Kimi Screening App to get reliable and affordable life insurance from us.

Total contractual premium (excluding policy fee) - LifeReturns® discount = Discounted premium

Move from Interactive to LifeReturns® discount?

No Yes 1

1. Select 'Yes' to convert the policy to LifeReturns®

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Step 5:
Policy details

Alteration quote for policy [REDACTED] Alteration quote

1 Capture quote

2 Accept quote

3 Complete application

4 Finalise

Policy

Role players

Benefits

Proposal

POLICY DETAILS

Personal Insurance policy

Move from Momentum Interactive to LifeReturns® discount?

Yes No

Alteration start date

2022-08-01

1

Policy start date

2012-10-01

Frequency

Monthly

1. Select the *Alteration start date*.

How to do an Alterations quote and submit



Step 5:

Policy details (continued)

QUOTE PREPARED BY
GÖTTSCHE OHLSSON

FINANCIAL ADVISERS

Name	Broker house code	Financial adviser code	Marketing adviser code	Commission split %	Commission reference nr	Prepared by
John Doe	12345	67890	12345	100		<input checked="" type="checkbox"/>

[+ Add adviser](#)

[Cancel](#) [Save and continue](#)

2. Select 'Add adviser' to add a commission split, if applicable.
3. Select 'Save and continue'.

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Step 6:
Role player detail

Alteration quote for policy XXXXXXXXXX

Alteration quote

1 Capture quote

Accept quote

Complete application

Finalise

Policy Role players Benefits Proposal

+ Add insured life

Insured life Policy holder

Ownership 100%



MS

- ✓ 1 Personal details
- ✓ 2 Rating details
- ✓ 3 Contact details
- 1 4 LifeReturns®

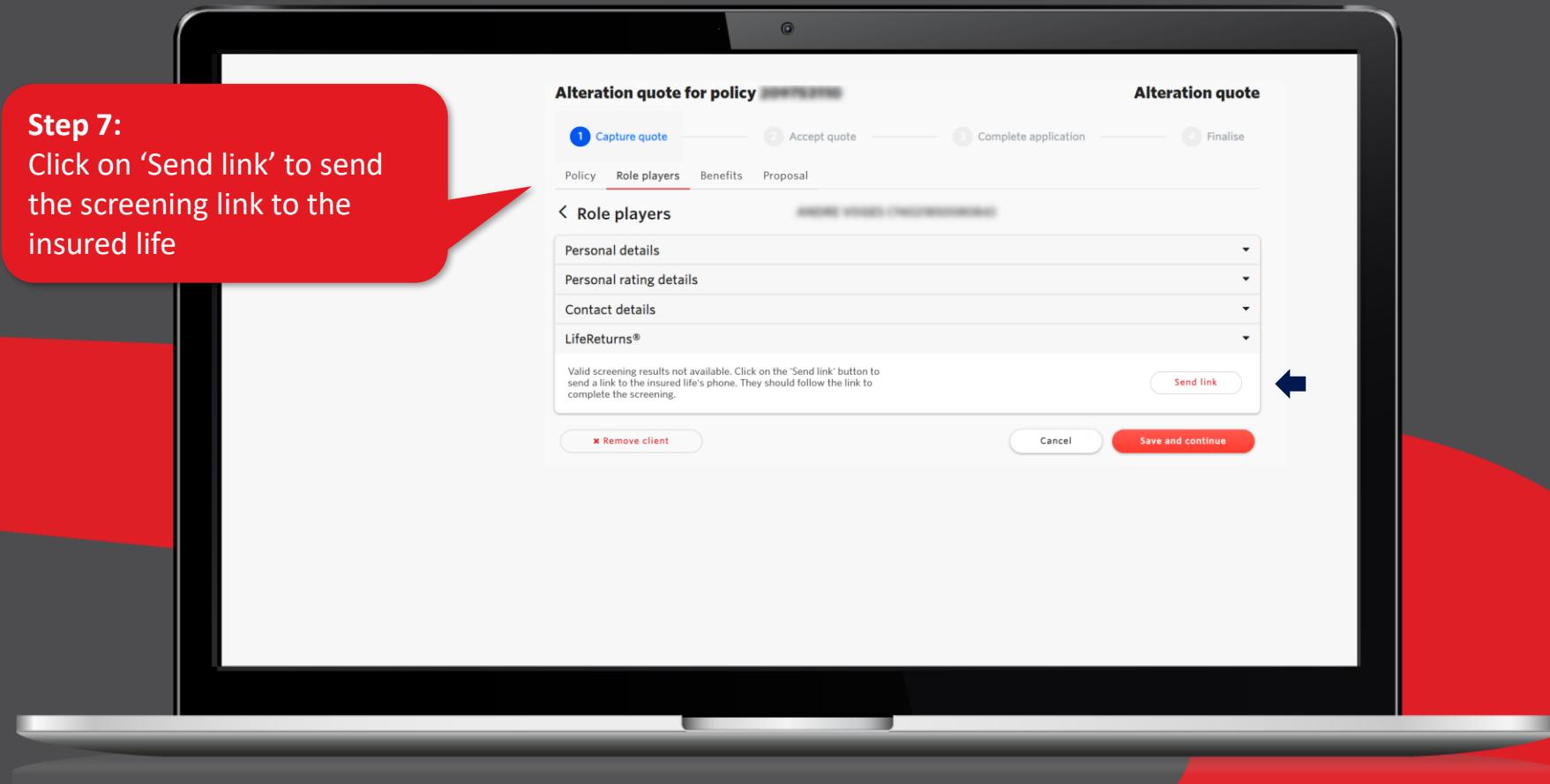
1. Change/view Personal details
2. Change/view Rating details
3. Change/view Contact details
4. Select LifeReturns® to send the screening link to the client

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Step 7:

Click on 'Send link' to send the screening link to the insured life



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Step 8:

Click on 'Confirm' to continue

Confirm Screening Link?

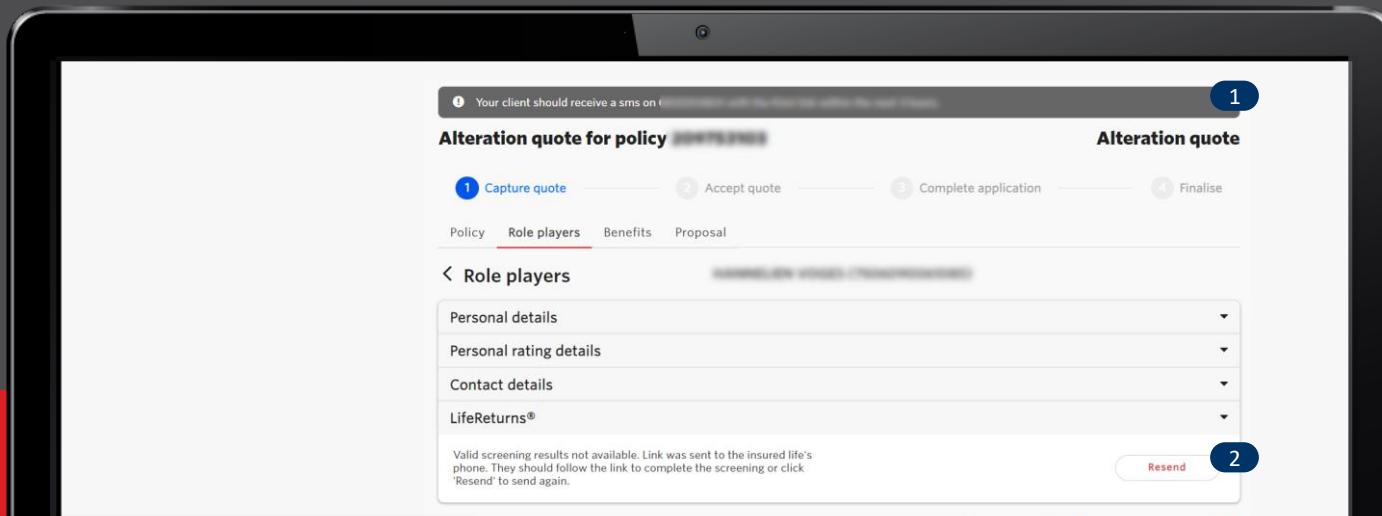


You are about to send a screening link to the client, are you sure you want to continue?

Cancel

Confirm

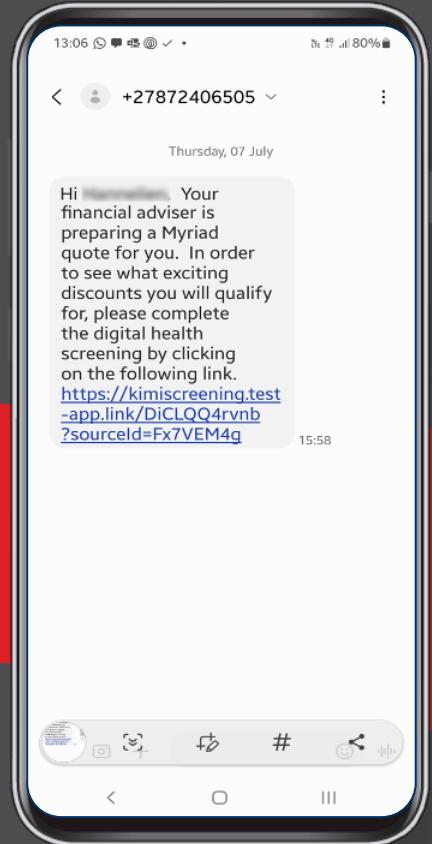
How to do an Alterations quote and submit



1. The system will show a message that the screening link has been sent.
2. The financial adviser can resend the link at anytime to the insured life again. The '**Resend**' button will only be available whilst the insured life has not yet screened.

How to do an Alterations quote and submit

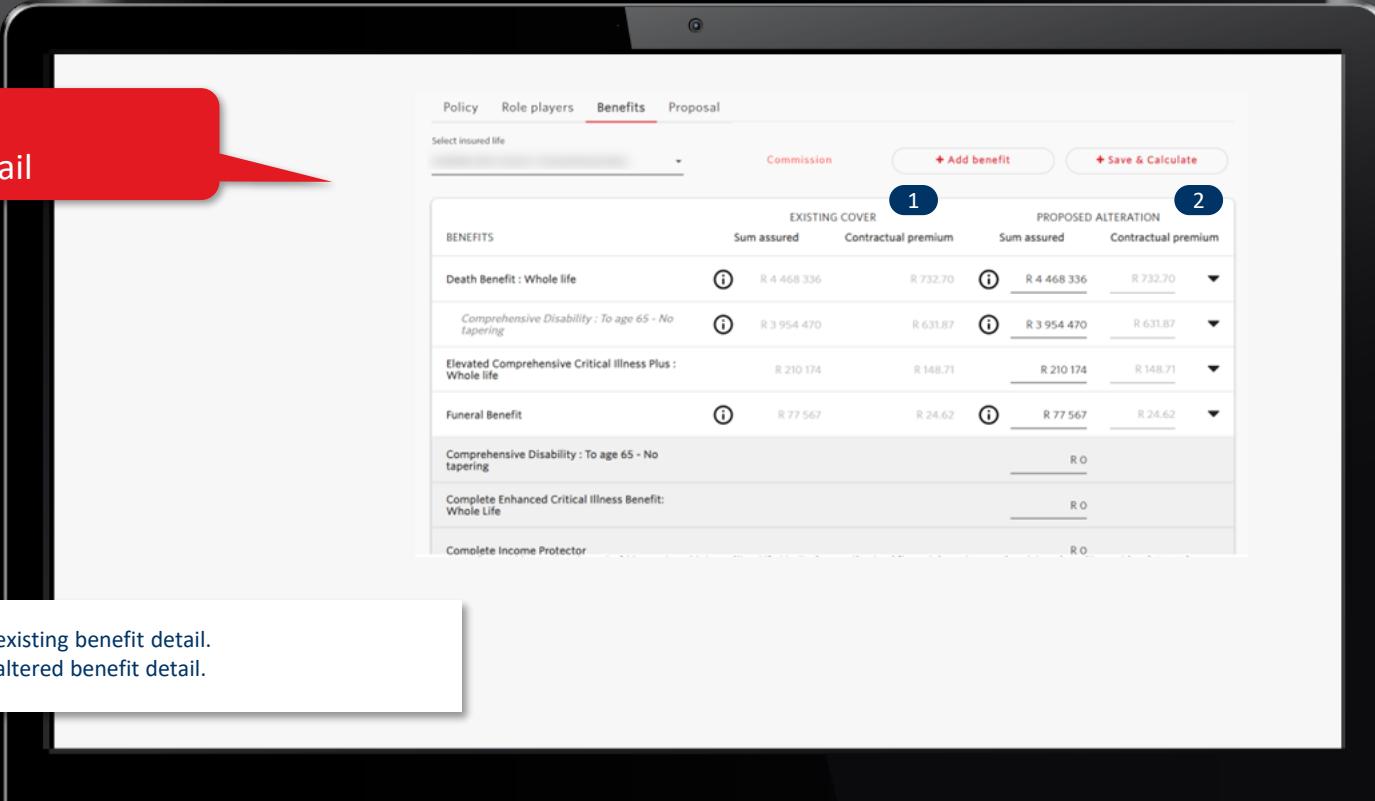
Example of the SMS the insured life will receive



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Step 9:
Benefit detail



The screenshot shows a software interface for managing insurance quotes. At the top, there are tabs: Policy, Role players, Benefits (which is highlighted in red), and Proposal. Below the tabs, there is a dropdown menu labeled 'Select insured life'. To the right of the dropdown are buttons for 'Commission', '+ Add benefit', and '+ Save & Calculate'. The main area is a table comparing 'EXISTING COVER' and 'PROPOSED ALTERATION' for various benefits. The table has two sections, 1 and 2, indicated by blue circles. Section 1 covers the first five benefits: Death Benefit (Whole life), Comprehensive Disability (To age 65 - No tapering), Elevated Comprehensive Critical Illness Plus (Whole life), Funeral Benefit, and Comprehensive Disability (To age 65 - No tapering). Section 2 covers the last two: Complete Enhanced Critical Illness Benefit (Whole Life) and Complete Income Protector. Each benefit row includes columns for 'BENEFITS', 'Sum assured', 'Contractual premium', and their counterparts in the proposed section.

BENEFITS	EXISTING COVER		PROPOSED ALTERATION	
	Sum assured	Contractual premium	Sum assured	Contractual premium
Death Benefit : Whole life	① R 4 468 336	R 732.70	① R 4 468 336	R 732.70
Comprehensive Disability : To age 65 - No tapering	① R 3 954 470	R 631.87	① R 3 954 470	R 631.87
Elevated Comprehensive Critical Illness Plus : Whole life	R 210 174	R 148.71	R 210 174	R 148.71
Funeral Benefit	① R 77 567	R 24.62	① R 77 567	R 24.62
Comprehensive Disability : To age 65 - No tapering			R 0	
Complete Enhanced Critical Illness Benefit: Whole Life			R 0	
Complete Income Protector			R 0	

1. Displays the existing benefit detail.
2. Displays the altered benefit detail.

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Step 10:
Proposal

Alteration quote for policy

Alteration quote

1 Capture quote 2 Accept quote 3 Complete application 4 Finalise

Policy Role players Benefits **Proposal**

PROPOSAL

Quote prepared for: [REDACTED]
Prepared by: [REDACTED]

Total premium **R 455.19**

GENERATE QUOTE REPORT

No valid screening results were found, therefore a LifeReturns® offer cannot be included in this quote report.

1 Generate quote report

Preferred language: English Afrikaans

Show benefit premium projections: Yes No

Investo Retirement Annuity
Please enter the retirement age in the allocated block below if you wish to display the illustrated Retirement Booster values for a client who has an existing, or will be taking up a new, Investo Retirement Annuity. If you do not want to display the Retirement Booster values, kindly select "untick" in the Investo Retirement Annuity tick box.

Retirement age

is part of Momentum Metropolitan Life Limited, an authorised financial services and registered credit provider. (v1.0.39)

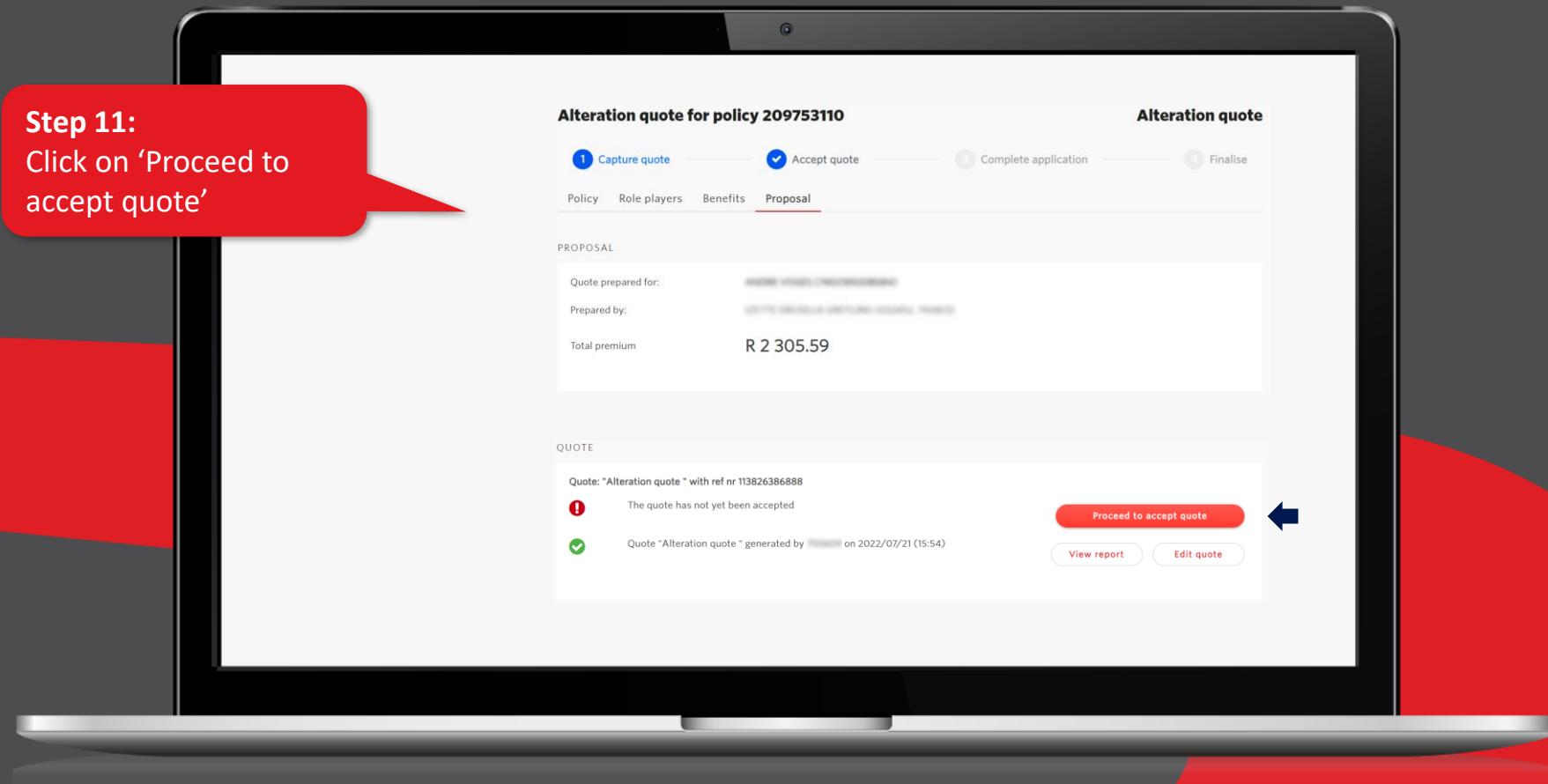
1. Select 'Generate quote report' to generate the .pdf file

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Step 11:

Click on 'Proceed to accept quote'



How to do an Alterations quote and submit



Step 12:

Quote acceptance
(electronic quote
acceptance)

Alteration quote for policy 100753370

Capture quote

Accept quote

Complete application

Finalise

ACCEPT QUOTE

Quote: "Alteration quote " with ref nr 113826386888

Before proceeding to accept the quote. Please click on [Learn more](#) and read through the details of the acceptance process.

Accept

1

Financial declaration accepted by on 2022/07/21 (15:57)

Quote "Alteration quote " generated by on 2022/07/21 (15:54)

[View report](#)

[Edit quote](#)

1. Select the Financial adviser declaration

How to do an Alterations quote and submit



Step 12:

Quote acceptance
(electronic quote
acceptance)

ROLE PLAYERS ACCEPTANCE

Insured life Policy holder Ownership 100% Premium payer

MS
Identification number

Acceptance method **2**

Cell phone number Email address

LifeReturns® status:

- Valid screening results not available, but client link was sent out. They should follow the link to complete the screening.

FINANCIAL ADVISERS

Name	Broker house code	Financial adviser code	Marketing adviser code	Commission split %	Commission reference nr	Prepared by
				100		<input checked="" type="checkbox"/>

+ Add adviser

2. Select the *Acceptance method* as SMS.

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Step 12:

Quote acceptance
(electronic quote
acceptance)

The screenshot shows a step-by-step process for an alteration quote. The current step is 'Accept quote', indicated by a checked checkbox and a red circle with the number '3'. The previous step, 'Capture quote', is also checked. The next steps are 'Complete application' and 'Finalise'. The main content area is titled 'ACCEPT QUOTE' and displays the quote details: 'Quote: "Alteration quote" with ref nr 113826386888'. It includes a note: 'Before proceeding to accept the quote. Please click on [Learn more](#) and read through the details of the acceptance process.' Below this, two green checkmarks indicate: 'Financial declaration accepted by [redacted] on 2022/07/21 (15:57)' and 'Quote "Alteration quote" generated by [redacted] on 2022/07/21 (15:54)'. At the bottom are 'View report' and 'Edit quote' buttons.

3. Click on 'Accept' to accept the quote

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Step 13:

Click on 'Accept' to confirm the quote acceptance.

Confirm Accept?

X

Are you sure you want to accept this quote?

Cancel

Accept

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This message will display on screen

Acceptance message sent to cellphone number.

Alteration quote for policy [1234567890123456](#)

Alteration quote

How to do an Alterations quote and submit



Step 14:
Complete Application

Alteration application for policy [REDACTED]

Alteration quote

Capture quote

Accept quote

Complete application

Finalise

Policy Role players Upload Documents

START DATE

The starting date is shown on your alteration quote and free cover will apply between the acceptance date and the start date.

LIFE RETURNS

Will LifeReturns® apply to this policy?

Yes No

Save and continue

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Step 15:

Role player details

Step 15:
Role player details

Can view/update existing role player details

Capture quote Accept quote Complete application 4 Finalise

Policy Role players Upload Documents

Insured life Policy holder Premium payer

Personal details

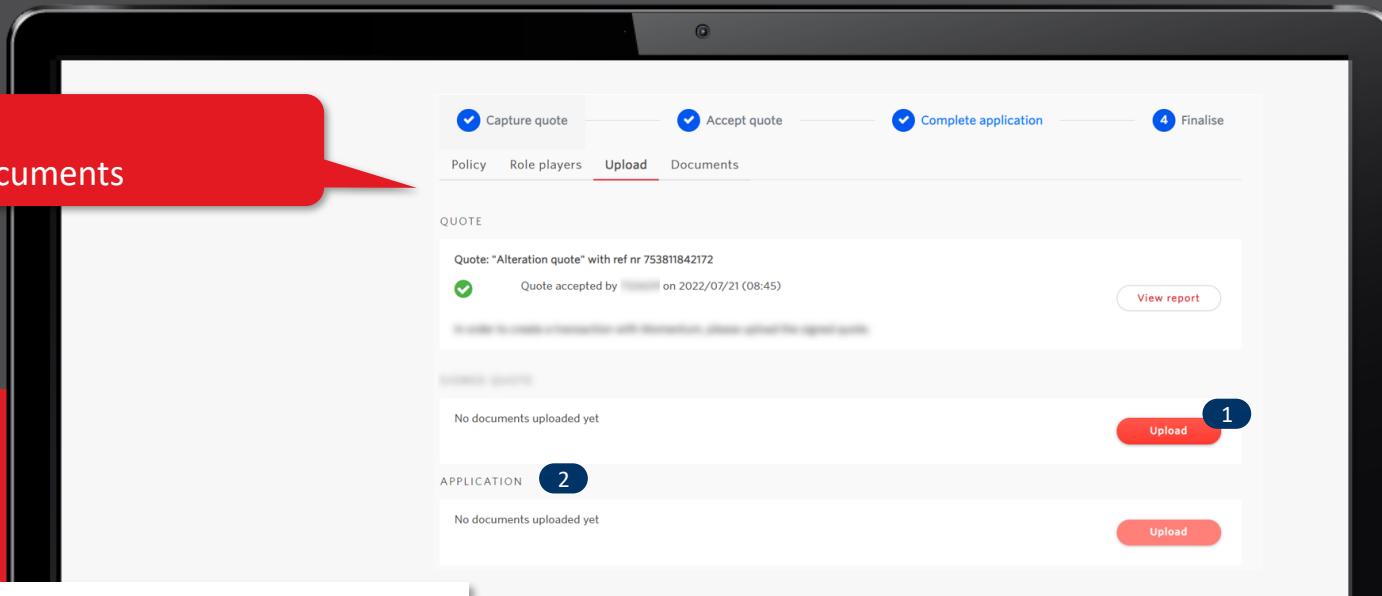
Insured life Policy holder Premium payer
100%

Personal details

How to do an Alterations quote and submit



Step 16:
Upload documents



1. Upload the signed Myriad consent if **Upload** was selected at Quote acceptance.
2. Upload the completed Myriad application form.

How to do an Alterations quote and submit

Step 17:
Finalise the application

Alteration application for policy XXXXXXXXXX

Capture quote

Accept quote

Completed application

Alteration quote

1
4 Finalise

Submit

2

1. Select *Finalise*.
2. Click on '**Submit**' to submit the alteration quote.