






# 2022 Myriad Insurance Discounts

Multiply Premier members receive up to 60% off their monthly Momentum Myriad insurance premiums! Click [here](#) for more information regarding the Myriad life insurance discount benefit for 2022.

## 2022 Discount Calculations

- Myriad will utilise Multiply's Fitness Assessment effective from 1 January 2022, as a standardised benchmark to validate which clients will qualify for the MaxFit discounts, associated with physical activity [Level 5](#).
- Any client who wishes to benefit from the MaxFit discount from the start of 2022 must have a valid fitness assessment with a Level 5 fitness assessment result, before the 2022 discount calculation, which happens in mid-January 2022 and mid-July yearly.

Healthy Heart Score	Physical Activity Level Active Dayz or fitness assessment	Bronze	Silver	Gold	Platinum	Private Club
	MaxFit Requires fitness assessment Level 5 result	20%	25%	30%	40%	60%
	12+ p.m. or Level 4	15%	20%	25%	30%	40%
	8+ p.m. or Level 3	10%	15%	20%	25%	30%
	4+ p.m. or Level 2	5%	10%	15%	20%	25%
	0+ p.m. or Level 1	5%	10%	15%	20%	25%

## Blood Pressure - LifeReturns®

The insured life's blood pressure (*systolic and diastolic*) readings, as measured during the Kimi in-app screening process, should be normal and within Myriad's acceptable range.

The LifeReturns® discount model defines the acceptable blood pressure range as:

- Systolic blood pressure  $\leq 130$
- Diastolic blood pressure  $\leq 85$

## **Do all Myriad risk benefits qualify for LifeReturns® discounts?**

Yes, all Myriad risk benefits qualify for LifeReturns® discounts, except for the Modified Death Benefit.

***NB:*** Please note that there is no discount applicable on the standard Myriad policy fee.

**Do you require clients to be on Momentum's medical aid specifically or is any registered medical aid acceptable for the additional BMI discount?**

Any registered medical aid is acceptable, however please note that medical insurance products are all excluded for the discount, such as hospital cash plans, gap cover, etc.

You can visit the following websites, for listed registered medical aids:

- South Africa: <https://www.medicalschemes.co.za/regulated-entities/medical-schemes-in-south-africa/>
- Namibia: <https://www.namfisa.com.na/medical-aid-funds/>

## **Does the Kimi screening app validate the client's BMI?**

- No, not at launch stage, but this is technology that Myriad is exploring.
- Momentum will validate insured lives' BMI, as calculated from the digital screening, with our Fastlane medical practitioner. If the medical practitioner's BMI validation differs from the digital screening result received, then we will use the medical practitioner's results as the verified results. Your LifeReturns<sup>®</sup> discount percentage will be adjusted accordingly. A revised LifeReturns<sup>®</sup> offer will be sent to you, together with the policy contract, in these specific cases.

**NB:** There may even be certain instances where we may waive the validation or use existing information available to us at the time of the screening, to validate the results.

## **How can I qualify for the LifeReturns® feature?**

- LifeReturns® will be available to all new Myriad clients from 1 January 2023, through our unique screening process, subject to qualifying risk benefits.
- We're excited to confirm that all existing Myriad clients will also be eligible to opt into the LifeReturns® discount model. Simply complete any positive alteration quote from 1 January 2023, subject to qualifying risk benefits.

## **How does my client opt out of LifeReturns®?**

- If the clients are applying for a new policy, then they can choose to opt-out of LifeReturns® by not completing the initial in-app digital screening.
- Clients cannot choose to 'opt-out' of existing LifeReturns® policies, as they have already completed the relevant screenings for the discounts.
- Clients may elect however to no longer participate in future screenings and over time, their LifeReturns® discount will then reduce proportionately. The reduction in discount will be limited every year, due to the protection afforded by the LifeReturns® Reassessment Protector.

## **How does Myriad determine what the LifeReturns® premium discounts are going to be?**

The following factors are used to calculate LifeReturns®:

1. Body Mass Index (BMI) – Up to 15%
2. Blood Pressure Reading - Up to 10%
3. Registered Medical Aid Membership – Up to 5%
4. Physical Fitness Level – Up to 5%
5. Regular Debit Order Payment – Up to 5%



## **How does the LifeReturns® feature work?**

An initial digital screening will be used, as well as an annual compulsory reassessment digital screening (*using the screening app*), to assess the individual health risk factors of the insured live(s) and to determine the LifeReturns® discount they qualify for.

## **How is blood pressure and registered medical aid membership used to determine the LifeReturns® premium discounts?**

These requirements, namely Blood Pressure and Registered Medical Aid Membership, must both be met, in order for any life insured to qualify for an additional 50% of the discount earned for BMI.

If either of these two criteria are not met, then no additional BMI LifeReturns® discount will be allocated. *(Kindly refer to the related articles on Blood Pressure and Medical Aid Membership for detailed information on these important requirements.)*

## How is BMI used to determine the LifeReturns® premium discounts?

- BMI calculates the insured life's weight relative to their height and indicates the estimated fat percentage in their body. The insured life's weight (*kg*), divided by their height (*m*), squared, is used to calculate their BMI.
- **Example:**  
*A client who is 1.81m tall and weighs 102kg has a BMI of  $102/1.81^2 = 31.1$ , qualifying for a 2.5% BMI discount, or 3.75% discount, if the blood pressure and registered medical aid membership criteria are also met. Also see article "[Why don't you have blood pressure and medical aid membership as stand-alone factors, independent of BMI?](#)"*

## **How is physical fitness used to determine the LifeReturns® premium discounts?**

- Physical fitness level will be determined through the digital in-app screening process. The digital screening's aim is to measure cardiovascular fitness and the exact nature of the test differs depending on whether it is the initial screening or whether it is a compulsory reassessment screening.
- $\text{VO}_2$  Max will be used as a proxy for cardiovascular fitness and will initially be estimated, using the answers provided by the insured life to the fitness questions, as well any compulsory reassessment digital screenings.
- We will measure the  $\text{VO}_2$  Max through an active physical fitness activity screening using the client's mobile device from the comfort of their own home.

## **How much will it cost for my client to participate in LifeReturns®?**

- We're glad to confirm that both the initial, as well as the annual compulsory reassessment digital screenings are free of charge.
- We will also provide our clients with an additional free screening, should they feel that they can improve on their initial screening results. This is only if the client uses this free screening, before the first compulsory reassessment date.
- If clients would like to complete additional voluntary in-app digital screenings, they must request voluntary screenings in-app and a small fee will be charged.

# Kimi Screening Setup

Welcome to our revolutionary Kimi Screening app, a new and exciting underwriting screening process for all our new and existing Momentum client to enjoy! Experience wellness screening for all your health and life insurance purposes like never before, without any hassle. The best part is that you will receive your results within minutes!

## Let's get you Kimi Screening ready...

Step 1 - Download the Kimi Screening App from your smartphone's app store.

Step 2 - Once the download is complete, proceed to open the Kimi Screening app on your smartphone and click on *"I have a voucher code."*

Step 3 - Register as a new user.

Step 4 - Retrieve your Kimi registration via email and click on the voucher link from your smartphone type in the last 8 digits of the voucher code.

## How do I use the Kimi Screening App?

Once you've finalised your Kimi registration and received your voucher, you're now ready to:

- Measure your heart rate, stress level and estimated fitness level.
- Use the selfie camera on your smartphone,
- Enjoy state-of-the-art AI technology, combined with a smooth wellness screening process.
- Complete a simple and efficient screening test that only takes 1½ minutes to complete!

The information that has been captured by the Kimi Screening App will be used when processing a Myriad application. This process will also simplify the underwriting requirements to be set for either a new application or existing Myriad policy.

***NB: Kimi Screening is only available to Momentum life insurance applicants, as well as to all existing Momentum life insurance clients (all applicants must be 18 years old or older).***

# Kimi Screening Requirements

- The smartphone's power saving mode must be off.
- The smartphone's battery level must be above 30%.
- The surrounding and background lighting level should be natural light.
- You must grant Kimi Screening access to your camera.
- Downloading of the app, completion and submission of your screening measurements require data or a stable wi-fi connectivity. You are responsible for any messaging fees or data costs, as charged by your wireless carrier's rates.

Still stuck? Don't stress! Get in touch with our Kimi Support Team, during office hours, Monday to Friday from 07:00-19:00.

- Email: [support@kimi.co.za](mailto:support@kimi.co.za)
- WhatsApp us on 076 286 1597
- Call us on +27 (0)87 742 7755



## Medical Aid Membership - LifeReturns®

Membership of a registered medical aid will be determined, via the in-app screening questions. This will also be verified later, using available alternative data sources. If the verification indicates that the life insured is not a medical aid member (*or in process of application*), then the life insured will lose the additional blood pressure and medical aid membership discount percentage. This discount percentage will be adjusted accordingly, when the next digital annual reassessment screening becomes due.

***NB:*** You can visit the following websites, for listed registered medical aids:

- South Africa: <https://www.medicalschemes.co.za/regulated-entities/medical-schemes-in-south-africa/>
- Namibia: <https://www.namfisa.com.na/medical-aid-funds/>

## **My client is pregnant. What weight will you use for her BMI calculation?**

We will follow the current Momentum Interactive process, which is to use the insured life's current weight, as validated by our Fastlane medical practitioner, at the point of screening.

***NB:*** Please note that the insured life will have an opportunity to rescreen at any time.

## What effect does an underwriting loading have on my LifeReturns® discounts?

A policy may be loaded, which could lead to a higher discounted premium. Underwriting decisions will not change the LifeReturns® discount percentage. Please take note that normal underwriting rules will remain.

**Example:** A client's contractual premium is R1 000 (excluding policy fee) and they qualify for a LifeReturns® discount of 20%. This means that if the policy is accepted without any underwriting premium loading, then the discounted premium will be R800. If instead, the client receives a 50% underwriting premium loading, then the new premium will be R1 500 and using the 20% discount, the discounted premium will be R1 200.

**What if a client is hypertensive, but it is controlled through medication? Will they still get the LifeReturns® discount if the readings are normal?**

Yes, this will not affect the screening results, as it takes the blood pressure reading at a point in time. Normal underwriting rules will apply with regards to the insured life being hypertensive.

Please note that any underwriting decisions will not change the LifeReturns® discount percentage.

## **What is LifeReturns®?**

Momentum Myriad's LifeReturns® feature is a groundbreaking approach to Myriad's accurate pricing philosophy that offers dynamic annual discounts of up to 35% on contractual life insurance premiums. It utilises the latest digital technology to quickly and accurately assess risk factors used to price life insurance risk.

# **What is the maximum discount that I can get on Momentum Interactive?**

Currently, Momentum Interactive members receive discounts of up to 20%. Our data research shows that the average Momentum Interactive discount is around 14% per life insured.

## **What LifeReturns® discounts can clients potentially earn for completing their BMI and blood pressure reading, as well as having a registered medical aid membership?**

The discounts that can be earned based on the life insured's BMI, blood pressure reading and registered medical aid membership are as follows:

### **Calculation**

The discount percentages shown in the last column refer to the discount available for BMI, if the insured life has both optimal Blood Pressure and they are also a member of a registered medical aid. It is calculated as *(BMI only discount percentage) x 1.5*, e.g., 7.50% x 1.5 = 11.25%.

## **What LifeReturns® discounts can I earn for my physical fitness?**

We will allocate a LifeReturns® discount percentage based on the fitness level achieved. Level 3 or higher is required to qualify for a LifeReturns® physical fitness discount as shown in the below table.

Please check the  $\text{VO}_2$  Max table in the LifeReturns® Guide, to see the mapping of the  $\text{VO}_2$  Max and physical fitness levels.



## **What makes LifeReturns® the best discount model in the market today?**

Simplicity is better and with LifeReturns®, Myriad clients will get better value for premiums, without having to break a sweat! LifeReturns® provides clients with guaranteed inclusiveness, without any additional fees or memberships.

LifeReturns® ensures that there is no product integration required, which gives policyholders peace of mind since discount certainty is provided up-front, as well as the added benefit of free annual health check-ups.

## **Where can I find a list of all registered medical aids in South Africa and Namibia?**

You can visit the following websites, for listed registered medical aids:

- South Africa: <https://www.medicalschemes.co.za/regulated-entities/medical-schemes-in-south-africa/>
- Namibia: <https://www.namfisa.com.na/medical-aid-funds/>

## **Who is eligible to qualify for LifeReturns®?**

All new and existing clients are eligible for LifeReturns®, subject to qualifying risk benefits.

## **Why do you use a client's BMI, instead of their Body Fat Percentage to calculate discounts?**

Research and data continues to prove that BMI is an important factor in driving the claims experience for different risk benefits. BMI is a simple metric that is easily, as well as objectively measurable.

## **Why does Myriad use BMI, blood pressure and medical aid membership factors, to determine LifeReturns® premium discounts?**

The factors included for the purpose of determining LifeReturns® premium discounts are all proven to affect insurance claims outcomes. For example, BMI and blood pressure play a significant role in cardiovascular health.

Similarly, medical aid members, whether they have an underlying chronic health condition or not, generally have access to higher quality health care, supported by our claims experience and research which also reflects this.

## **Why doesn't Myriad have blood pressure and medical aid membership as 'stand-alone factors,' independent of BMI?**

Based on our research experience, we have found that the impact of blood pressure and medical aid membership has limited pricing impact on life insurance risk respectively.

When blood pressure and medical aid membership is combined with BMI, which is a strong risk indicator, then the combination of these factors provides for more accurate pricing.

## **Will individual and business policies be treated differently for LifeReturns® discount purposes?**

There is no difference, since LifeReturns® are applied per risk benefit on any Myriad policy. The requirements for LifeReturns® are the same, as they are for all qualifying risk benefits.

If the insured life meets these requirements, then they will be eligible for discounts on both individual and business policies.

**Will the LifeReturns® discount percentage definitely be applied at new business stage, as communicated on the LifeReturns® offer?**

Yes, it definitely will be! The only time that there will be a revised LifeReturns® offer is when the BMI validation, completed by the Fastlane nurse, indicates a different BMI. The validation could result in a different discount being applied.



# **Quick Kimi App Download and Screening**

**How do I setup Kimi Screening on my smartphone?**

## **STEP 1**

- Download the Kimi Screening App from your smartphone's app store, complete the registration process and receive your voucher code.

## **STEP 2**

- Follow the screening process to receive your overall results.