

# Buying Your First Home? Here's the Insurance Checklist You Need



**THE INSURANCE TEAM**  
*Protecting you.*

Your mortgage broker will sort the loan.  
Your lawyer will sort the contract.  
But who is sorting your protection?

# The moment your risk changes forever



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The day you sign a mortgage, your financial risk changes forever. You now have a 25-30 year obligation. If your income stops, the bank does not care. The mortgage is still due.

# The 4 covers every first home buyer needs



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- Life insurance (enough to pay off the mortgage)
- Income protection (to keep paying it if you can't work)
- Trauma cover (for a serious diagnosis)
- House and contents (required by the bank anyway)

# The bank can only offer you one insurer



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- Your bank will offer you mortgage protection insurance. It's convenient. But if that insurer can't cover you due to health or occupation, the bank has no other options.
- An independent adviser has access to multiple insurers. If one says no, we have others. That's why you talk to a broker.

# The Timing Matters



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Apply for personal insurance **BEFORE** you settle on the property. If you develop a health condition between signing and settling, you may struggle to get cover.  
Lock in your health now.

# The cost versus the risk



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The monthly cost of key person cover is typically a fraction of what a key person absence would cost your business. The real question is not whether you can afford it. It is whether you can afford not to have it.

# The cost is smaller than you think



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For most first home buyers, comprehensive life and income protection could cost less per week than a tank of fuel—to protect an asset worth hundreds of thousands of dollars.

Get a quote before you assume you can't afford it.

# Sort your protection before settlement



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We help first home buyers get the right cover in place before settlement, so the mortgage is protected from day one.