



Botswana Life

## INVESTMENT PLAN **APPLICATION FORM**

### SECTION A - REPLACEMENT QUESTION

**IMPORTANT NOTE:** REPLACEMENT OF ANY INSURANCE MAY BE TO THE DISADVANTAGE OF THE POLICYHOLDER

**Do you have an existing policy with BLIL**

☐ Yes

☐ No

Is application to replace an existing insurance policy with any insurer?

☐ Yes

☐ No

#### **Declaration by intermediary**

I hereby declare that I have explained the meaning and implications of the replacement to the policyholder and that I am fully aware of the possible detrimental consequences of the replacement of an insurance policy.

Names  
of Intermediary

Signature

Date

D	D	M	M	Y	Y	Y	Y
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### SECTION B - PLAN TYPE

☐ SHARIAH

☐ CONVENTIONAL

☐ Tapologo Multi Fund Retirement Annuity

☐ Isago Multi Fund Discretionary Savings

☐ Isago Educator

### SECTION C - POLICY HOLDER/ APPLICANT

Title

Single ☐ Married ☐ Divorced ☐ Widowed ☐

First Names

Date of Birth

D	D	M	M	Y	Y	Y	Y
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Surname

Age Next

Maiden Name and /  
or Former Surname

Gender

☐ M

☐ F

Omang Number

Cell

Postal  
Address

Res

Residential  
Address

Work

Occupation

Email

**Education level:**

Degree

Diploma and below

Monthly Income

**Preferred mode of Communication:**

Cell

Postal Address

Email

SECTION D - PREMIUM PAYER IF NOT APPLICANT

Title First Names

Surname

Omang Number

Maiden Name and / or Former Surname

Postal Address

Occupation

Nationality

Date of Birth

Age Next Gender 

M

F

Cell

Res

Work

Relationship to Applicant: Parent ☐ Spouse ☐

Other

SECTION E - PREMIUM TYPE

Commencement Date

PREMIUM FREQUENCY:

Single ☐

Monthly ☐

Quarterly ☐

Bi Annually ☐

Annually ☐

PREMIUM UPDATE:

0% ☐

5% ☐

10% ☐

Term (words) Client Signature

SECTION F - METHOD OF PAYMENT

DEBIT ORDER ☐

STOP ORDER ☐

CASH (ANNUAL ONLY) ☐

EFT ☐

Account Holder's Name

Premium

Bank Name

Date

Strike Date

Branch Name

Type of Account

SECTION G - FUND SELECTION

FUNDS AVAILABLE TO CLIENTS TAKING UP ISAGO INVESTMENT PLAN

FUNDS	FUND OBJECTIVE	INVESTMENT STRATEGY	INVESTMENT HORIZON	RISK PROFILE	PROPORTION
BALANCED LIFE FUND	Aims to preserve capital while generating current income and moderate long-term capital growth	Invests in diversified assets, both local and offshore	Medium to long term	Medium	
MODERATE LIFE FUND	Aims to preserve capital while generating current income and moderate long-term capital growth	Invests in diversified assets, both local and offshore	Medium to Long term	Low	
GROWTH OFFSHORE FUND	Aims to preserve capital while generating current income and moderate long-term capital growth	Invests in diversified assets, offshore	Long term	High	
SHARIAH MODEL PORTFOLIO	The primary objective is to provide Shariah-compliant above-average total returns over an investment horizon of 3 years or more by investing in quality Shariah-compliant ordinary shares on the JSE	Invest in Shariah compliant stocks	Medium to Long term	High	

SECTION G - FUND SELECTION (continued)

FUNDS AVAILABLE TO CLIENTS TAKING UP ISAGO EDUCATOR

FUNDS	FUND OBJECTIVE	INVESTMENT STRATEGY	INVESTMENT HORIZON	RISK PROFILE	PROPORTION
BALANCED LIFE FUND	Aims to preserve capital while generating current income and moderate long-term capital growth	Invests in diversified assets, both local and offshore	Medium to long term	Medium	
MODERATE LIFE FUND	Aims to preserve capital while generating current income and moderate long-term capital growth	Invests in diversified assets, both local and offshore	Medium to Long term	Low	

FUNDS AVAILABLE TO CLIENTS TAKING UP THE RETIREMENT PLAN

FUNDS	FUND OBJECTIVE	INVESTMENT STRATEGY	INVESTMENT HORIZON	RISK PROFILE	PROPORTION
RETIREMENT ANNUITY FUND	Aims to preserve capital while generating current income and moderate long-term capital growth	Portfolios categorized into low risk, medium risk and high risk depending on outstanding duration to retirement	Long term	Mixture of low, medium and high risk depending on outstanding duration to retirement	
SHARIAH MODEL PORTFOLIO FUND	The primary objective is to provide Shariah-compliant above-average total returns over an investment horizon of 3 years or more by investing in quality Shariah-compliant ordinary shares on the JSE	Invest in Shariah compliant stocks.	Medium to Long term	High	

NB:

- 1. Low Risk Portfolio aims to achieve investment returns of inflation plus 2%
- 2. Medium Risk Portfolio aims to achieve investment returns of inflation plus 4%
- 3. High Risk Portfolio aims to achieve investment returns of inflation plus 6%

PFR 2 are pension funds investment rules issued by the regulatory authority in terms of the Retirements Fund Act. PFR 2 limits the extent to which pension (retirement) funds can invest in particular assets and/or assets classes.

The objective of the PFR 2 is to protect members’ retirement savings from the effects of poor diversified investment portfolios through limiting exposure to more risky asset classes and ensuring that no unnecessary risk is taken with members’ retirement savings. This aims to ensure that members’ retirement provision is reasonably sufficient to provide them with income at retirement.

SECTION H - DECLARATION

I hereby give consent for my personal data to be shared within the BIHL group, it’s subsidiaries, brokers, agents and representatives for Marketing purposes only. This consent does not apply to any information relating to medical results.

Yes ☐

No ☐

Signature

Date 

D	D	M	M	Y	Y	Y	Y
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Life Assured

Date 

D	D	M	M	Y	Y	Y	Y
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Applicant, if other than the Life assured

Date 

D	D	M	M	Y	Y	Y	Y
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## DISCLOSURES TO THE POLICY HOLDER

DESCRIPTION		DISCLOSURE
a.	Underwriter	Botswana Life Insurance Limited, Fair Grounds Office Park, Plot 50676, Gaborone. Tel: 364 5100 Fax: 390 5884 Website: www.botswanalife.co.bw
b.	Complaints Procedure	If you have a complaint regarding the underwriter's policy or service, contact; 1. Your intermediary or 2. Our contact centre at 362 3700 3. The nearest Botswana Life Insurance Ltd office If you are still not satisfied with the way the complaint has been resolved through our internal complaints handling process, you can address your complaint to Non Bank Financial Institution Regulatory Authority, 3rd Floor Exponential Building CBD, Tel: 310 2595/368 6100, Fax 310 2376.
c.	Name and type of policy	<b>Isago Multi Fund Investment Plan</b> is an investment policy which will pay out the accrued investment value upon maturity. Should the life assured pass on before maturity of the policy then funds will be paid to the beneficiaries.  <b>Tapologo Multi Fund Investment Plan</b> is a Retirement annuity which will be paid out at retirement age. Should the life assured pass on before maturity of the policy then funds will be paid to the beneficiaries.
d.	Premium update	This policy is sold with a choice of 5% or 10% yearly premium update. The updates can be changed by notifying BLIL. The premium update will be cancelled automatically should you not pay the increased premium after 3 months.
e.	Commission	The policy is sold by an intermediary who will earn a commission. This commission will not be deducted from your regular investment but will be paid by Botswana Life to the intermediary. Botswana Life will use a portion of the fund administration charge to recoup the commission over the term of the policy.
f.	Charges and fees	<b>Regular Premium</b> 1. A twenty five Pula (P25) fee per month will apply. 2. Fund Administration charge of 2.9% per annum. 3. Asset Management charge of 0.5% per annum. 4. Service fee of P100 for partial withdrawals and surrender 5. A surrender penalty of 30 % in the first 5 years and 0 thereafter  <b>Single Premium</b> 1. A three hundred Pula (P300) one-off policy fee will apply. 2. Fund administration charge of 1.25% per annum. 3. Asset management charge of 0.5% per annum. 4. Service fee of P100 for partial withdrawals and surrender 5. A surrender penalty of 1.5% in the first 5 years and 0 thereafter
g.	Limitations	The following are not applicable in this policy <ul style="list-style-type: none"> <li>Waiting Period</li> <li>Loans against the value of the policy</li> <li>Disability cover</li> <li>Underwriting</li> <li>Security/ lien against the policy/cession</li> <li>Termination Fee</li> </ul>
h.	Investment	The total Premium less all applicable charges and fees will be invested in the chosen funds. The value of the policy will be determined by the performance of the chosen investment mix.
i.	Cooling off	The policy holder has the right to cancel the policy within 30 days.
j.	Replacement	In the event that this is a replacement of an existing Policy, this may have negative consequences for the policyholder. Replacement nearly always involves duplication of initial costs and charges to the policyholder.
k.	Claim Events	Benefits are payable upon maturity and early surrender.
l.	Death before retirement	If a member dies before retiring from the Botswana Life Retirement Annuity Fund (the Fund), the trustees of the Fund are responsible for allocating such deceased member's benefits in terms of Section 39 of the Retirement Funds Act (the Act). According to the Act, the trustees must perform the following duties: 1. Identify and find all dependants. Section 1 of the Act explains dependants as spouses, children, anyone proven to have been financially dependent on you at the time of your death, anyone entitled to maintenance, as well as anyone who may in future have become financially dependent on you. 2. Decide how to divide the benefit based on the outcome of their investigations. Any individuals that the deceased member may have asked the trustees to consider when they allocate the benefit (nominees) will also be considered. 3. Decide on how the benefit will be paid to dependants and/or nominees.
m.	Compliance Office	Tel: 371 4953                      Fax: 390 5884                      Email: compliance@blil.co.bw

SECTION I: BENEFICIARIES

Client No	First Names	Surname	Sex	Date of Birth	ID No / Passport no for non-citizens	Share (%)	Relationship to applicant
						Total share 100%	

SECTION J: INTRODUCER'S DETAILS

AGENT DETAILS

Agent's Code	Name(s) of Agent(s)	Share
		%
		%

I hereby declare that I have explained the policy to the proposer, the meaning and implications of replacements to the proposer and that I am fully aware of the possible detrimental consequences of the replacement of any insurance policy. I declare that all the information contained in this proposal was obtained from the proposer and was completed in his/her presence. I also declare that I have seen satisfactory evidence of proof of age of the proposer.

Agent's Signature

Supervisor Name

Telephone number

Supervisor Signature

Cell Number

Cell Number

Email

Email

Date

D

D

M

M

Y

Y

Y

Y

Date

D

D

M

M

Y

Y

Y

Y

For Supervised Experience

Months

NB. This is a declaration that I have checked the proposal form and other documents that make up the contract.

CHECKED BY SALES EXECUTIVE/ BROKER CONSULTANT

Check was

Personal ☐

Telephonic ☐

Result

Date 

D	D	M	M	Y	Y	Y	Y
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AUTHORISED BY MANAGER

Accept application which is

Complete ☐

Not able to be spot checked ☐

Sales Manager's Name

Signature

Date 

D	D	M	M	Y	Y	Y	Y
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NEW BUSINESS

Captured By

Date 

D	D	M	M	Y	Y	Y	Y
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Accepted By

Date 

D	D	M	M	Y	Y	Y	Y
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