DAIRY WOMEN'S NETWORK
success through inspiration

FHG
Finance House Group Limited

EXCLUSIVE FOR DWN MEMBERS & PARTNERS* · ARRANGED THROUGH FHG

Protect What Matters Beyond the Farm Gate

Life and health insurance designed for NZ dairy farmers — with exclusive DWN member discounts, and expert advice on cover structures like level premiums that won't surprise you every year.

✓ Level premiums — no annual surprises ✓ Available to DWN members & partners* ✓ Arranged through FHG

*Available to DWN members and DWN Partners. Eligibility criteria apply.

THE PROBLEM

Dairy farmers protect their herd. Not always themselves.

Most farmers insure their machinery, their livestock, and their income. But when it comes to protecting the person running the operation, the numbers tell a different story.

1 in 4

LIKELIHOOD OF CLAIM BEFORE 65

A 35-year-old New Zealander has a one-in-four chance of being unable to work for 90+ days before retirement due to illness or injury.

68%

OF NZ FARMERS ARE UNDERINSURED

Most dairy farmers hold less than 50% of the life cover they actually need to protect their family and farm equity if something happened to them.

$0

SICK DAYS FOR SELF-EMPLOYED FARMERS

No ACC for income replacement beyond physical accidents. No employer paying your bills. If you can't work, your income stops — often immediately.

WHAT IS IT?

Life & Health Protection, Exclusively for DWN Members

DWN has partnered with FHG to bring dairy farmers exclusive access to group-rate life, health, and income protection insurance — available to DWN members and DWN Partners*, with no software or platform sign-up required.

- ✓ Life cover to protect your family and farm succession
- ✓ Health insurance so you're treated faster and back on farm sooner
- ✓ Income protection if illness or injury takes you off the job
- ✓ Trauma cover for major diagnoses like cancer or heart attack

Your DWN Member Benefit

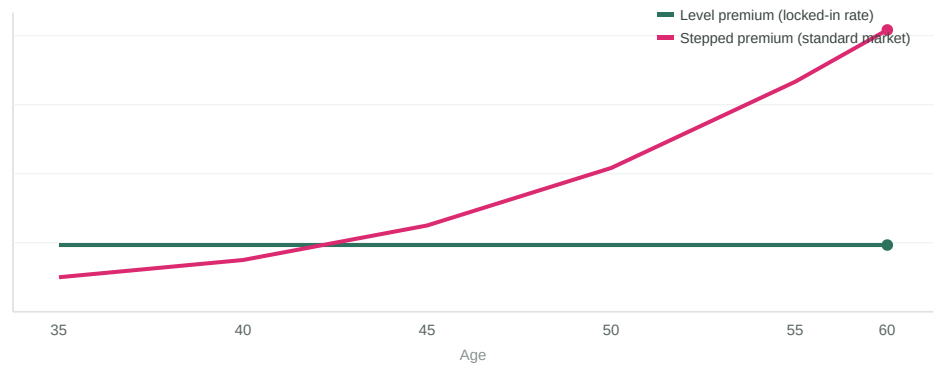
Exclusive discounted rates on life and health insurance, plus dedicated advice on whether a level premium suits you — often a smart fit for farmers, who typically carry risk and debt for longer than the average family.

LEVEL PREMIUMS EXPLAINED

Why Level Premiums Change Everything

Standard insurance premiums increase every year as you age. Level premiums lock in a fixed rate — so you pay a little more upfront but significantly less over the course of your cover.

Level premiums aren't unique to DWN or FHG — they're available in the wider market. But they're a cover structure your FHG adviser will actively raise with you, because farmers typically carry risk and debt for longer than the average family — multi-decade mortgages, succession plans, and physically demanding work well past the age most people's risk starts easing off. Locking in a rate early tends to suit that reality better than it suits the average household.



What are level premiums?

With a stepped premium, your insurance cost increases each year as you get older — often by 8–15% annually. By the time you're in your 50s, what started as an affordable premium can become eye-watering. With a level premium, your rate is calculated once and stays fixed (subject to only CPI-type adjustments). You pay a little more in the early years but save substantially as you age. It's not an FHG or DWN exclusive — but because dairy farmers are typically carrying risk and debt well beyond the point most families have paid theirs down, your FHG adviser will walk you through whether it's the right fit for your circumstances.

HOW IT WORKS

Simple to Set Up. Built Around Your Farm.

Getting covered doesn't require a new system or sign-up process. As a DWN member, your exclusive rate is available through a short conversation with an FHG adviser — nothing to install, nothing to integrate.

1

Confirm your DWN membership or partner status

Your membership or DWN Partner status is your access — verified in a couple of minutes, with no extra forms or paperwork beyond what you'd already have on hand.

DWN members & partners

2

Talk through your cover needs

An FHG adviser talks you through what cover makes sense for your stage of farming, debt level, and family situation — life, health, income protection, and trauma cover, or a combination.

Tailored to you

3

Decide if a level premium suits you

If it's the right fit, your rate is set today — not recalculated every birthday. You'll pay a consistent premium you can plan around for the life of the policy.

No annual surprises

4

Access your exclusive DWN group discount

As a DWN member you're part of a group arrangement with FHG that unlocks pricing not available to individuals buying direct. The larger the group, the better the rate.

DWN exclusive

5

Review with your adviser as things change

Life changes. Your cover should too. A quick check-in with your FHG adviser keeps your protection aligned with your farming operation and family circumstances.

Ongoing support

EXCLUSIVE DISCOUNTS

What DWN Members Get That Others Don't

By combining the purchasing power of NZ's dairy farming community through DWN and FHG, we've secured group rates unavailable in the open market.

Up to 30%*

LIFE, TRAUMA & DISABILITY

DWN members access a discount of up to 30% on life, trauma and disability cover compared with buying equivalent cover directly from an insurer.

Up to 20%*

HEALTH INSURANCE

Private health insurance at a preferential group rate of up to 20% off — covering specialists, surgery, and diagnostics to keep you off waiting lists and back on farm faster.

1

ADVISER, START TO FINISH

One FHG adviser who understands farming risk, from your first conversation through to your annual review — no call centre hand-offs.

*Discounts shown are maximums available and will vary by individual circumstances. Eligibility criteria and underwriting apply, and final pricing is confirmed by the insurer at the time of application.

STRAIGHT ANSWERS

Income Protection & ACC — What You Should Know

Income protection is the most misunderstood cover for farmers. Before anything is recommended, your FHG adviser makes sure you understand exactly what you're buying and why.

- ✓ Business income cover designed for farmers — built around self-employed and farm-business income, not a standard payslip, so you're not under-covered because your income doesn't look like PAYE
- ✓ Not offset by ACC — ACC only covers physical injury, and only a portion of lost income even then. These products are designed to fill that gap, not duplicate what ACC already provides
- ✓ Free ACC advice for farmers — your adviser can review your ACC levies and coverage as part of the conversation, so you're not paying for cover you don't need or missing cover ACC doesn't provide
- ✓ Advice to streamline your cover — adjusting your excess, payment terms, or wait periods can meaningfully change your premium without changing your level of protection

An honest note on fixed premiums

Level/fixed premiums are available on life, health, and many income protection structures — but not every income protection policy can be set up this way. Your adviser will be upfront about what's fixed and what's stepped for your specific circumstances, rather than assuming one size fits all.

ILLUSTRATIVE EXAMPLE

A 42-Year-Old Dairy Farmer: Life + Health Cover

$500,000 life cover + comprehensive health, stepped vs level premium comparison over 20 years.

STANDARD STEPPED PREMIUM	WITH LEVEL PREMIUM	ESTIMATED SAVING
$247,400	**$188,200**	**$59,200**
Total cost over 20 years	Total cost over 20 years	Over the same period

** This scenario is illustrative only. Actual premiums depend on age, health history, sum insured, and policy terms. Figures do not guarantee actual results. Speak to your adviser for a personalised quote.*

COMPARE YOUR OPTIONS

DWN Group Cover vs. Going Direct

See how the DWN group arrangement stacks up against buying life and health insurance on your own.

Feature	DWN Group Cover	Direct / Retail Market
Advice on level vs stepped premiums	✓ Proactively discussed with every client	Varies — not always raised
Group discount	✓ Up to 30% off	✗ Individual pricing only
Adviser understands farming risk	✓ FHG specialises in rural clients	Varies — often generalist advice
Eligibility	✓ DWN members & DWN Partners*	Open, but no group pricing
Life insurance	✓	✓
Health insurance	✓	✓
Income protection	✓	✓
Sign-up process	✓ One conversation, no new software	Varies by provider
Ongoing review with your adviser	✓ Included	Sometimes — varies by broker

OK, SO WHAT'S THE CATCH?

There Isn't One. Here's Why.

We hear this a lot. Farmers are used to being sold things that don't deliver. So let's be straight.

What you're paying for is peace of mind — and real savings.

Level premiums cost slightly more in your 30s than stepped premiums. That's true. But every year you don't lock in, you're getting a year older — and your future stepped premium is growing. The longer you wait, the more expensive lock-in becomes.

The group discount is real.

It exists because DWN has brought together a large pool of dairy farming members, which gives insurers the certainty to offer better rates than any individual could secure alone. There's no platform to join and no extra admin — your membership is what unlocks the rate, and an FHG adviser takes it from there.

Talk to an FHG Adviser About Life & Health Protection

An FHG adviser can talk you through your options and help you access your exclusive DWN discount before your next birthday moves the dial.

Get Started as a DWN Member

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