

# Income Protection

Supporting your clients income and wellbeing



For Adviser use only



# Helping your clients get back to work

Our income protection goes further than providing your clients a monthly benefit. It can also help with maintaining good health and wellbeing - helping them get back on their feet.

The cover is designed for those who want to help protect against a loss of income, if unable to work due to incapacity caused by illness or injury, while covered by the plan. Limitations and exclusions apply.

**Included at no extra cost, support services can help your clients with physical and mental health problems, so they can get back to work quicker.**



## Rehabilitation Support Service

Our in-house specialists offer early intervention treatments for physical or mental-health related issues. Automatically included at the point of claim, supporting them throughout their recovery.



## Wellbeing Support

Access to RedArc's dedicated specialist nurses who can help with both physical and mental wellbeing, and provide a second medical opinion for serious illnesses. Available from the day the policy starts and for your clients and their immediate family.



## Care Concierge

Care Concierge is a free service which gives your clients and their loved ones access to a confidential telephone advisory service to help them understand, find and fund later life care most suitable to their needs.

## Why clients may think its not important

### "The state will see me through"

Statutory sick pay is £109.40 per week and only pays out for a maximum of 28 weeks.

### "It wont happen to me"

The average age of our income protection claimant was 39.

### "I can rely on my savings?"

On average, a UK employee has enough savings to last just 19 days if their income stopped.

### "The insurer won't pay out"

We supported 566 customers in 2022.

### "I already have critical illness and life Insurance"

Income protection could fill the gap the other two don't cover.

### "It's not right for me"

We offer a range of cover options to suit your clients' budget and needs.

Sources: Legal & General Claims 2022; gov.uk 2023; Deadline to Breadline Report 2022

# Tailored plans

Every client is different, that's why we offer two types of plans, for greater flexibility and choice. Your client's can choose from:



## Income Protection Benefit

The premium remains unchanged during the length of the policy unless they make any changes.



## Low Start Income Protection

Shares many of the same features as our Income Protection Benefit, but the starting premium starts lower, and increases each year with age.

## Extra benefits and options that can adapt to your client's needs

When your clients take out the policy, they can choose one of the following to flex with their life.



## Increasing income protection

Helps protect the monthly benefit against inflation.



## Low Cost option

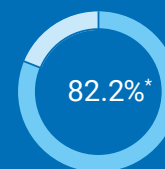
Helps to reduce the cost of the plan, the benefit is paid out for one or two years for each individual claim (depending on what was chosen at outset).



## Stepped Benefit

Provides two deferred periods, and two different monthly benefits, all within one plan. Useful for clients with company sick pay schemes. (Not available with Low Cost option)

## 2022 Claimant facts



In 2022 we paid out 82.2%\* in income protection claims

### Claimant ages

39 average age  
19 youngest claim  
64 oldest claim

### 3 main causes for claims

41.2% Musculoskeletal  
14.6% Cancer  
5.8% Covid-19

\*New claims admitted in 2022 and those already being paid before Jan 2022 that continued to be paid.

As with all insurance policies, limitations and exclusions apply. For example, these plans do not include unemployment cover therefore will not pay out if your client becomes unemployed. Please refer to the Policy Booklet for more information.

Tax laws may change which could affect the monthly benefit our plans pay out. The monthly benefit may affect your clients claim to some means-tested state benefits. Your clients entitlement to employment related non-means tested state benefits (such as contributory Employment and Support Allowance) shouldn't be affected. However, state benefit rules may change.

# What our plans include

	Income Protection Benefit	Low Start Income Protection
<b>Changing your policy</b> (Guaranteed Insurability Option). Eligibility criteria applies.	Yes	Yes
<b>Care Concierge</b>	Yes	Yes
<b>Deferred Periods</b>	4, 8*, 13, 26, and 52 weeks	4, 8*, 13, 26, and 52 weeks
<b>Hospitalisation Benefit</b>	Yes	No
<b>Income Guarantee</b>	£1,500 for employed and self-employed £3,000 NHS Dentists, Doctors, Midwives, Nurses and Surgeons	£1,500 for employed and self-employed
<b>Life Cover</b> (12 x monthly premium)	Yes	No
<b>Low Cost</b> (Limited Benefit Term)	12 and 24 months	12 and 24 months
<b>Linked Claims period</b>	12 months	12 months
<b>Maximum age at expiry</b>	70**	70**
<b>Maximum Benefit limits</b>	£20,000 a month   £240,000 a year (level plans) £14,000 a month   £168,000 a year (Increasing) £1,667 a month   £20,000 a year (Houseperson)	£10,000 a month   £120,000 a year (level plans) £7,000 a month   £84,000 a year (Increasing) £1,667 a month   £20,000 a year (Houseperson)
<b>NHS Sick Pay Protection</b> (dentist, doctor, midwife, nurse or, surgeon)	Yes	No
<b>Own Occupation</b>	Yes	Yes
<b>Premiums</b>	Level costed (Guaranteed)	Annually increasing (Guaranteed)
<b>Proportionate Benefit</b>	Yes	Yes
<b>Registered with UK GP</b> (minimum period of two years)	Yes	Yes
<b>Rehabilitation Support Service</b>	Yes	Yes
<b>Stepped Benefit</b>	Yes	Yes
<b>Waiver of Premium</b>	Yes	Yes
<b>Wellbeing Support</b> (provided by RedArc Assured Limited)	Yes	Yes

\*Minimum deferred period for driving based occupations

\*\*65 for driving based occupations and 50 for fitness instructors / dance teachers

[legalandgeneral.com/incomeprotection](https://legalandgeneral.com/incomeprotection)

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