

# Legal & General 'Price Beater' for your high net worth term assurance cases



We'll beat the standard premium offered by a competitor on a like for like product for your high net worth protection business.

At Legal & General we pride ourselves on being able to offer your clients one of the most competitively priced range of award winning protection products in the marketplace. However, with our 'price beater' proposition for high net worth business, we go one better and offer to beat any like for like quotes.

Remember, as well as offering you the best possible price, with our high net worth service you also get:

- Your own dedicated case handler, driving your high net worth business through to completion quickly and efficiently.
- The backing of one of the largest underwriting capacities in the UK.
- One of the most competitive financial underwriting limits in the marketplace.

With outstanding service, and a great price, what better reasons do you need to place your business with Legal & General?

## How do I obtain a 'Price Beater' quotation?

### 'Price Beater' is easy and straightforward

- Call our Protection Sales Team on 0845 273 0010\* and fax or email the competitors quote to 02920 432639 (fax) or ifaprotection@landg.com (email).
- The Protection Sales Team will fax back the revised illustration.

\* Monday to Friday, 9am to 5pm. We may record and monitor calls. Call charges will vary.

**This is not a consumer advertisement. It is intended for professional financial advisers and should not be relied upon by private individuals or any other persons.**

## What happens next?

If you are happy to proceed with the revised quote, submit your application in the normal way to your high net worth team either online or via paper. The application will then be managed efficiently through to completion.

**Paper submissions** – Submit the application with the competitors quote attached marking it as a 'Price Beater' case.

**Online submissions** – Submit your case as usual and telephone your high net worth team the same day notifying them that this is a 'Price Beater' case and they will simply amend the premium for you and process the case.

## Our commitment to you

'Price Beater' means that we'll offer to beat the standard premium offered by a competitor to enable you to place your high net worth business with us, without you having to sacrifice any commission rate in the process.

## Products available

'Price Beater' is available on the following products:

- Level Term Assurance;
- Decreasing Term Assurance;
- Level Term Assurance with critical illness cover (reviewable or guaranteed premiums); and
- Decreasing Term Assurance with critical illness cover (reviewable or guaranteed premiums),

with sums assured of £600,000 to £5 million for life cover and £350,000 to £1 million (Personal) or £2 million (Business) for critical illness cover.

Please note: This offer can be amended or withdrawn at any time.

## What else do you need to know about 'Price Beater'?

The terms and conditions applicable to 'Price Beater' are detailed below:

- 'Price Beater' applies to like for like quotes only, for example, the same clients, product types with matching benefits, such as waiver of premium, PTD definition, Mortgage Decreasing Term interest rate.
- 'Price Beater' applies where the cumulative sum assured of all applications submitted at the same time and for the same individual, equals or exceeds £600,000 for life cover or £350,000 for critical illness cover.
- 'Price Beater' applies to all cases for the same individual where at least one element of a split sum assured application equals or exceeds £600,000 for life cover and £350,000 for critical illness cover. These must be on a like for like basis, ie. Additional or Accelerated basis.
- 'Price Beater' is offered against quotes based on our eIFA rates.
- 'Price Beater' does not apply to cases with indexation.
- 'Price Beater' applies only to the standard premiums offered by a competitor in the IFA market, for example, before any discounts, price matching offers, commission sacrifice, special premiums or ratings have been applied.
- We'll require proof of the competitor's standard premium to be beaten.
- Competitor illustrations must be no older than 30 days.
- 'Price Beater' will reduce our eIFA premium to beat a competitor's premium.
- A medical rating may be applied to a 'Price Beater' premium following underwriting.
- Standard LAUTRO initial commission will apply to the final premium.
- For an even lower premium standard commission sacrifice applies.