



Mortgage protection – the value of an hour

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It is intended for professional financial
advisers and should not be relied upon by
private customers or any other persons.

Let's talk Mortgage
PROTECTION



Let's talk commission

As an adviser you need to focus on what's best for your client. In addition to a mortgage sale you have the opportunity to review your clients financial circumstances and identify their protection needs.

A protection sale can increase your earnings potential whilst benefiting your client and their protection needs. The example below highlights how spending extra time with your client on a protection sale can potentially increase your commission earnings.

MORTGAGE SALE:

Average mortgage £90,208 *	Average sale time 3 hours	Potential commission earnings £297.68 **
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PROTECTION SALE:

Average protection £90,208 *	Average sale time 1 hour	Potential commission earnings† £1005.64
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*Average house price as at March 2009 £152,895 (Source www1.landregistry.gov.uk - 26 May 2009)
Average LTV as at April 2009 59% (based on Legal & General IFA April 2009 completions).

Assuming an average mortgage of **£90,208 based on a net proc fee of **0.33%** the average earning potential for proc fee only is £297.68 for IFA channel.

† Based on guaranteed Mortgage Decreasing Term Assurance + Critical Illness Cover joint life male and female policy, 35 years next birthday, non-smoker, 25-year term, occupational class 1, waiver of premium. 145% LAUTRO initial commission (LIC). Based on May 2009 figures IFA Channel.

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