4 ways to protect an income

An income could be a client’s most important asset, that’s why we’ve designed a comprehensive range of income protection products. When it comes to protecting what’s important, you can tailor the right cover for your clients’ needs, with more benefits and more choice.

We all know it’s important to cover the things that mean a lot to us, like our house, car, pets and even our phone. But what pays for all these things is our income. Did you know that only 1 in 10 see themselves as their most valuable asset - an asset that could be protected.

Why clients may think it’s not important

“*The state will see me through*”
Statutory sick pay is £99.35 per week and only pays out for a maximum of 28 weeks.

“*It won’t happen to me*”
The average age of our income protection claimant was 40.

“*I can rely on my savings*”
On average, a UK employee has enough savings to last just 24 days if their income stopped.

“The insurer won’t pay out”
We supported 417 customers in 2021.

“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.

Introducing our suite of income protection products

- **Income Protection Benefit**
  Designed for everyday
  Helps protect your client’s income with a range of flexible product options. Includes level or increasing cover, Low Cost Options, or a Stepped benefit option.
  Find out more

- **Low Start Income Protection**
  Designed for smaller starting budgets
  Even greater flexibility and choice, as this product shares many of the same features as Income Protection Benefit, but the starting premium starts lower, and increases each year with age
  adviser.legalandgeneral.com

- **Executive Income Protection**
  Designed to help SME’s fund employee sick pay
  An affordable and flexible option for SME’s, allowing them to provide benefits and support to valuable employees. A monthly benefit would be paid to the business in the event of a valid claim.
  Find out more

- **Rental Income Protection Benefit**
  Designed to help pay the rent on your clients home
  Helps to provide some financial security for your client or their family. In the event of a valid claim, the monthly benefit could be used to help pay the rent.
  Find out more

Supporting health and wellbeing

Access to a range of services that can support mental and physical health needs - at no extra cost.

When policy starts:
- **Wellbeing Support**
  Access to a suite of support services, provided by RedArc Assured Limited

At point of claim:
- **Rehabilitation Support Services**
  • Early intervention treatments
  • Experienced in-house Clinical Team

Sources: L&G Claims 2021; .gov.uk; Deadline to Breadline 2020
<table>
<thead>
<tr>
<th>What our products offer</th>
<th>Income Protection Benefit</th>
<th>Low Start Income Protection</th>
<th>Rental income Protection Benefit</th>
<th>Executive Income Protection</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Benefit formula</strong></td>
<td>60% first £60,000 / 50% thereafter</td>
<td>60% first £60,000 / 50% thereafter</td>
<td>60% first £60,000 / 50% thereafter</td>
<td>60% first £60,000 / 50% thereafter</td>
</tr>
<tr>
<td><strong>Continuation Cover</strong></td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>New employer</td>
</tr>
<tr>
<td><strong>Cover Basis</strong></td>
<td>Own Life</td>
<td>Own Life</td>
<td>Own Life</td>
<td>Life of another</td>
</tr>
<tr>
<td><strong>Deferred Period</strong></td>
<td>4, 8, 13, 26, and 52 weeks (Driving based occupations are subject to a minimum 8 week Deferred Period)</td>
<td>4, 8, 13, 26, and 52 weeks (Driving based occupations are subject to a minimum 8 week Deferred Period)</td>
<td>4, 8, 13, 26, and 52 weeks (Driving based occupations are subject to a minimum 8 week Deferred Period)</td>
<td>4, 8, 13, 26, and 52 weeks (Driving based occupations are subject to a minimum 8 week Deferred Period)</td>
</tr>
<tr>
<td><strong>Definition of incapacity</strong></td>
<td>Own Occupation</td>
<td>Own Occupation</td>
<td>Own Occupation</td>
<td>Own Occupation</td>
</tr>
<tr>
<td><strong>Earnings</strong></td>
<td>Salary &amp; Dividends</td>
<td>Salary &amp; Dividends</td>
<td>Salary &amp; Dividends</td>
<td>Life insured + spouse earnings &amp; dividends</td>
</tr>
<tr>
<td><strong>Employer additional cover</strong></td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Employer NI contribution: Up to £42,500</td>
</tr>
<tr>
<td><strong>Flexibility; Ability to make changes</strong></td>
<td>Flex &amp; GIO</td>
<td>Flex &amp; GIO</td>
<td>Flex &amp; GIO</td>
<td>Flex &amp; GIO</td>
</tr>
<tr>
<td><strong>Hospitalisation Benefit</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td><strong>Income Guarantee</strong></td>
<td>£1,500 for employed and self-employed £3,000 NHS Dentists, Doctors, Midwives, Nurses and Surgeons</td>
<td>£1,500 for employed and self-employed £3,000 NHS Dentists, Doctors, Midwives, Nurses and Surgeons</td>
<td>£1,500 for employed and self-employed £3,000 NHS Dentists, Doctors, Midwives, Nurses and Surgeons</td>
<td>£1,500 for employed and self-employed £3,000 NHS Dentists, Doctors, Midwives, Nurses and Surgeons</td>
</tr>
<tr>
<td><strong>Increasing cover option</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Life Cover</strong></td>
<td>Yes (12 x monthly premium)</td>
<td>No</td>
<td>Yes (12 x monthly premium)</td>
<td>No</td>
</tr>
<tr>
<td><strong>Low Cost (Limited Benefit Term)</strong></td>
<td>12 and 24 months</td>
<td>12 and 24 months</td>
<td>12 and 24 months</td>
<td>12 and 24 months</td>
</tr>
<tr>
<td><strong>Linked Claims period</strong></td>
<td>52 weeks</td>
<td>52 weeks</td>
<td>52 weeks</td>
<td>52 weeks</td>
</tr>
<tr>
<td><strong>Maximum Age at expiry</strong></td>
<td>70th Birthday (there may be certain occupations that have limitations on the length of the policy)</td>
<td>70th Birthday (there may be certain occupations that have limitations on the length of the policy)</td>
<td>70th Birthday (there may be certain occupations that have limitations on the length of the policy)</td>
<td>70th Birthday (there may be certain occupations that have limitations on the length of the policy)</td>
</tr>
<tr>
<td><strong>Maximum Benefits Limits</strong></td>
<td>£20,000 a month</td>
<td>£20,000 a year (Level)</td>
<td>£10,000 a month</td>
<td>£10,000 a year (Level)</td>
</tr>
<tr>
<td></td>
<td>£14,000 a month</td>
<td>£14,000 a year (Increasing)</td>
<td>£7,000 a month</td>
<td>£7,000 a year (Increasing)</td>
</tr>
<tr>
<td></td>
<td>£6,677 a month</td>
<td>£6,677 a year (Houseperson)</td>
<td>£3,000 a month</td>
<td>£3,000 a year (Houseperson)</td>
</tr>
<tr>
<td><strong>NHS Sick Pay Protection (dentist, doctor, midwife, nurse or surgeon)</strong></td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td><strong>Own Occupation</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Premiums (pricing basis)</strong></td>
<td>Level cost (Guaranteed)</td>
<td>Annually increasing (Guaranteed)</td>
<td>Level cost (Guaranteed)</td>
<td>Level cost (Guaranteed)</td>
</tr>
<tr>
<td><strong>Proportionate Benefit</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Registered with UK GP</strong></td>
<td>Minimum period of two years</td>
<td>Minimum period of two years</td>
<td>Minimum period of two years</td>
<td>Minimum period of two years</td>
</tr>
<tr>
<td><strong>Rehabilitation Support Service</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Stepped Benefit</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td><strong>Waiver of Premium</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Wellbeing Support (provided by RedArc Assured Limited)</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

### Income protection 2021 Claimant facts

**81%***

In 2021 we paid out 81%* in income protection claims.

**Claimant ages**

- 40 average age
- 22 youngest claim
- 69 oldest claim

**3 main causes for claims**

- 37% Musculoskeletal
- 12.5% Cancer
- 9.8% Covid-19

*New claims admitted in 2021 and those already being paid before Jan 2021 that continued to be paid.

### Why recommend us?

- 83% Income protection applicants offered industry leading Point of Sale decision
- 96% Average claims ease score rating from our customers
- 86% Customers found us trustworthy and reliable

### How can Legal & General support you?

- Adviser Toolkit
  - Designed to support intermediaries, to help clients understand the need and benefit
  - Calculating the benefits of protection
  - Personalisation with our range of tools and calculators
- CII workshops and webinars
  - Expert training support available through our CII accredited workshops and webinars
- Price Beater
  - New claims admitted in 2021 and those already being paid before Jan 2021 that continued to be paid

### Why recommend  us?

- 83% Income protection applicants offered industry leading Point of Sale decision
- 96% Average claims ease score rating from our customers
- 86% Customers found us trustworthy and reliable

Speak to your Legal & General account manager to find out how our income protection products are designed for your clients.

---

**Legal & General Assurance Society Limited.** Registered in England and Wales No. 3016655. Registered office: One Coleman Street, London EC2R 5AA.

We are authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

1243 20/02/22 - 2317182