

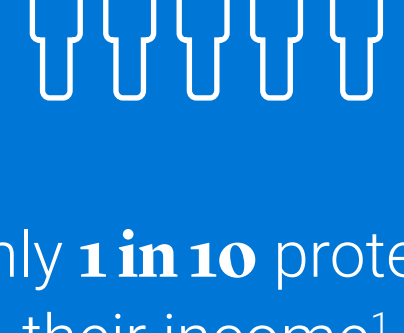
# Protecting what's important, for today and tomorrow

Income protection can help provide your clients with an income if they can't work due to incapacity caused by illness or injury. It also offers a range of support services to help get back to work.

See why it could be one of the most important products to consider for your clients.



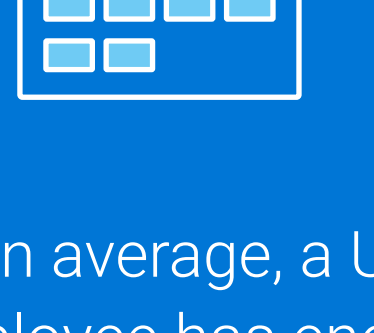
## The need for income protection



Only **1 in 10** protect their income<sup>1</sup>



**44%** of people would struggle with a loss of income within six months<sup>1</sup>



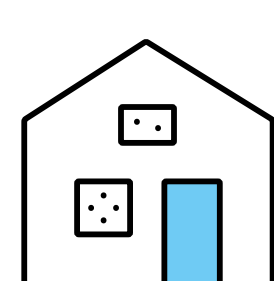
On average, a UK employee has enough savings to last just **24 days** if their income stopped<sup>2</sup>



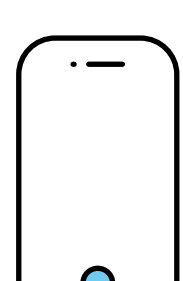
**46%** of households have either no savings or less than £1,500<sup>3</sup>

## Protecting what's important

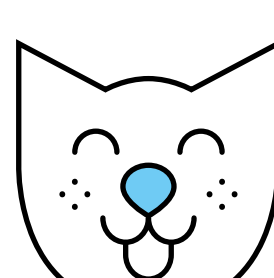
People often insure things like:



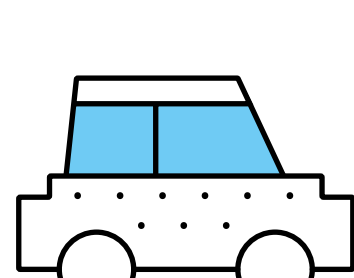
Home



Mobile

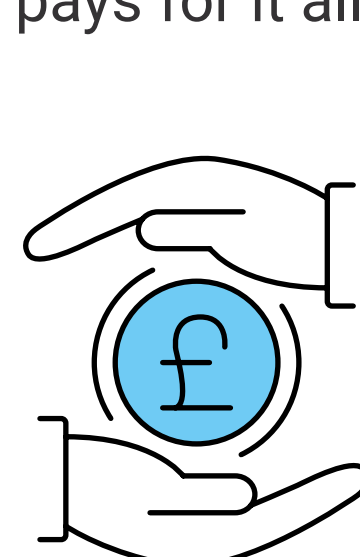


Pets



Car

But not the thing that pays for it all:

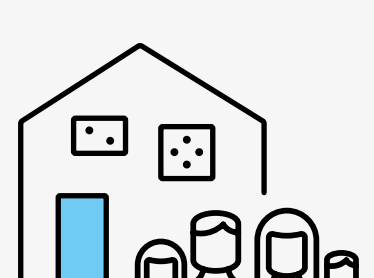


**Income**

Doesn't it make sense to cover that too?

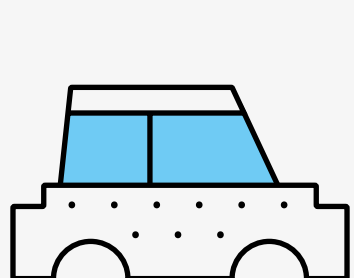
## Family spending

It's surprising how quickly family outgoings can add up. Take a look below at the main expenditures they need to budget for.



**£585.60**

The weekly spend to run a family home<sup>4</sup>



**£159.60**

Housing and transport is the biggest spend<sup>4</sup>

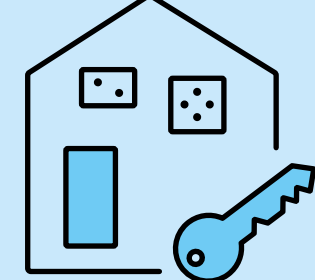


**£76.90**

Spent on holidays, TV and streaming, sports, and pets<sup>4</sup>

## Homebuyers and renters

Whether your clients are renting or buying, they need to be able to make regular payments to continue living in their home.



**£951**

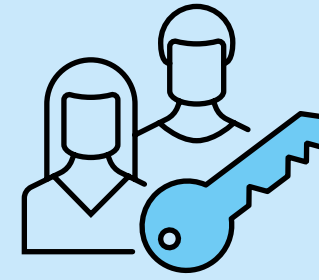
The average monthly rent for a 2 bedroom property in England.

In London was **£1,583**.<sup>5</sup>



**£59,982**

Average UK household debt<sup>5</sup>



**41%**

The percentage of 25-34 year olds that rent privately, with a further **41%** owning their homes<sup>6</sup>



**27%**

The average household income spent on rent payments.

For mortgages it was **18%**.<sup>6</sup>

## Impact on Self-employed

Self-employed people could be more financially impacted if they're unable to work due to illness or incapacity. They may be more vulnerable, as they have no employer to fall back on.

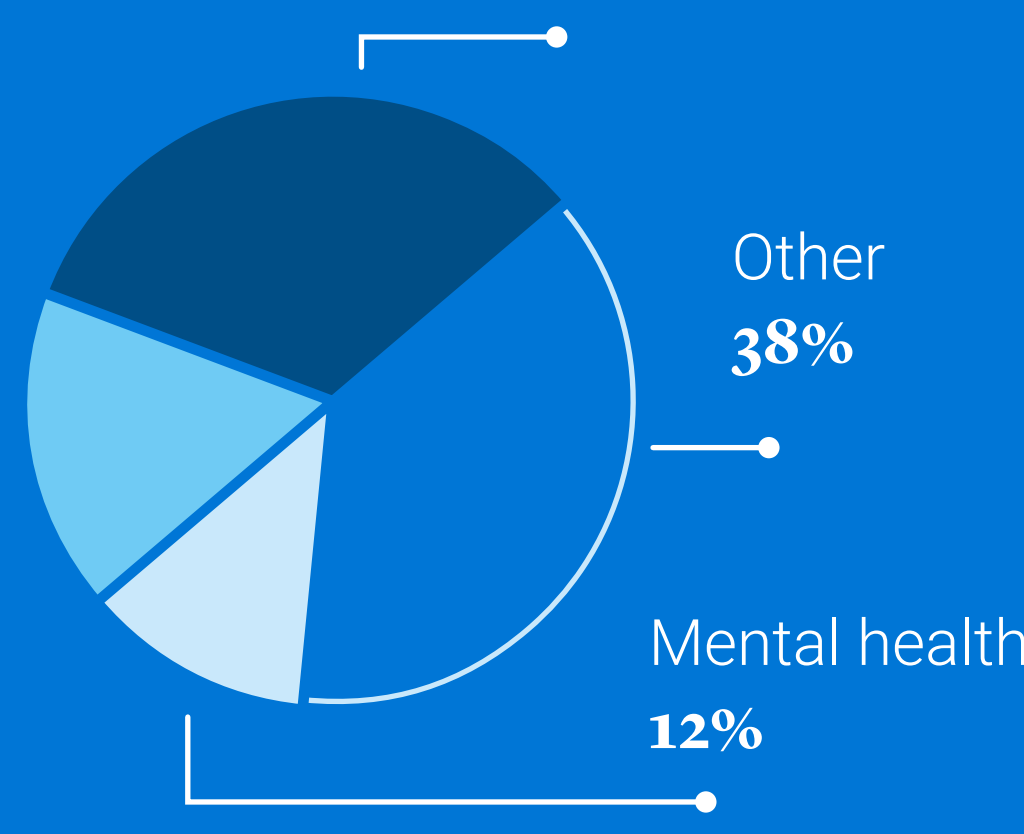


Self-employed workers now total over **5 million**, up from **3.2 million** in 2000 - a whopping **15%** of the economy<sup>8</sup>



Only **50%** of self-employed **16-34** year olds have enough savings to cover a **50%** drop in income over three months<sup>9</sup>

Top 3 conditions people claim for are<sup>7</sup>:



Employed workers are paid less than a **£100** a week statutory sick pay for 28 weeks<sup>9</sup>



Self-employed workers are paid **£0** statutory sick pay

## How our income protection goes further

Our income protection not only helps protect your client's income with a range of flexible options, it also goes further by helping with maintaining good health and wellbeing – getting them back on their feet.

### Greater flexibility and choice

We don't just offer one type of income protection plan either. Your client can choose from;

#### Income Protection Benefit



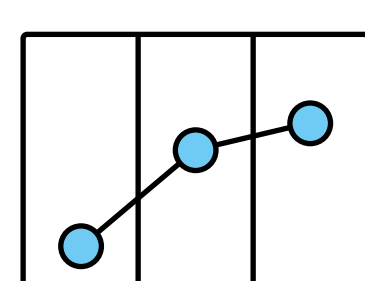
The premium remains unchanged during the length of your clients policy unless they increase the cover.

#### Low Start Income Protection

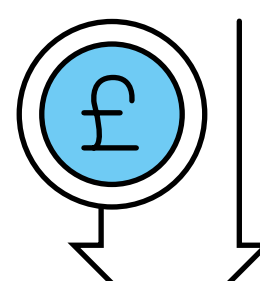


The starting premium your clients pay start lower, and increases each year with age.

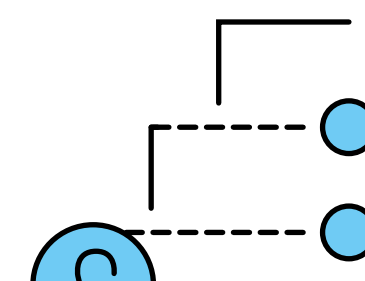
When your clients take out the policy, they can choose one of the following to flex with their life.



**Increasing Income Protection Benefit and Increasing Low Start Income Protection**



**Low Cost option**



**Stepped Benefit**

## Helping your clients get back to work

### When policy starts:

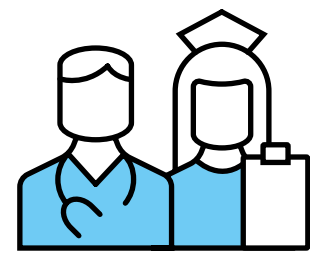
#### Wellbeing Support



Access to support services, provided by RedArc Assured Limited

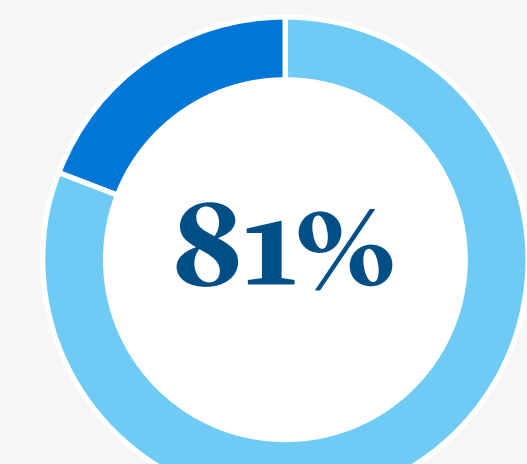
### At point of claim:

#### Rehabilitation Support Services

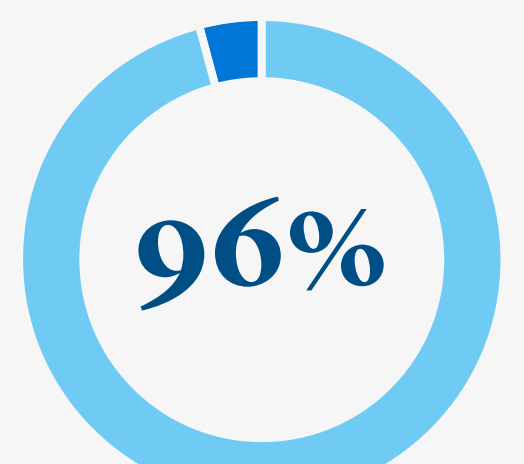


- Early intervention treatments
- Experienced in-house rehabilitation specialists

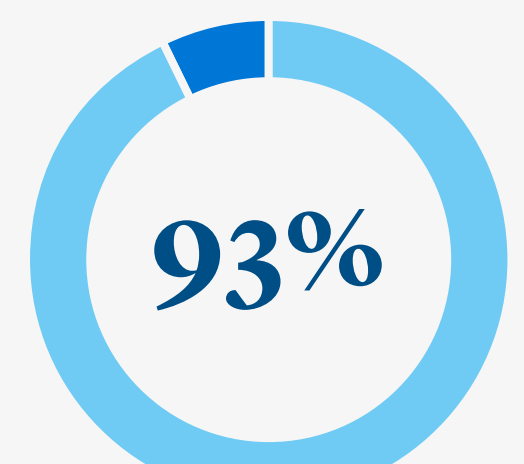
## Why choose us?



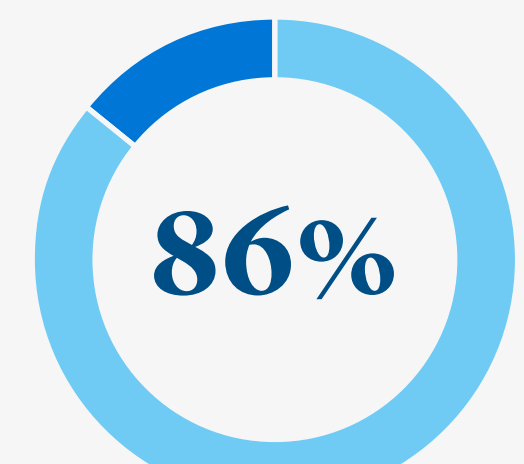
Income protection applicants offered industry leading Point of Sale decision



Average claims ease score rating from our customers



Income protection claims paid in 2019<sup>9</sup>



Customers found us trustworthy and reliable<sup>10</sup>

<sup>9</sup>New claims admitted in 2019 and those already being paid before Jan 2019 that continued to be paid

## Find out how our income protection is designed for today and tomorrow

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

Sources: <sup>1</sup> Mintel Report 2020; <sup>2</sup> Legal & General D2B; <sup>3</sup> Money charity; <sup>4</sup> ONS 2019; <sup>5</sup> Homelet.co.uk; <sup>6</sup> English Housing Survey; <sup>7</sup> L&G Claims 2019; <sup>8</sup> ONS 2019; <sup>9</sup> gov; <sup>10</sup> L&G Claims 2019; <sup>11</sup> NPS Report 2020