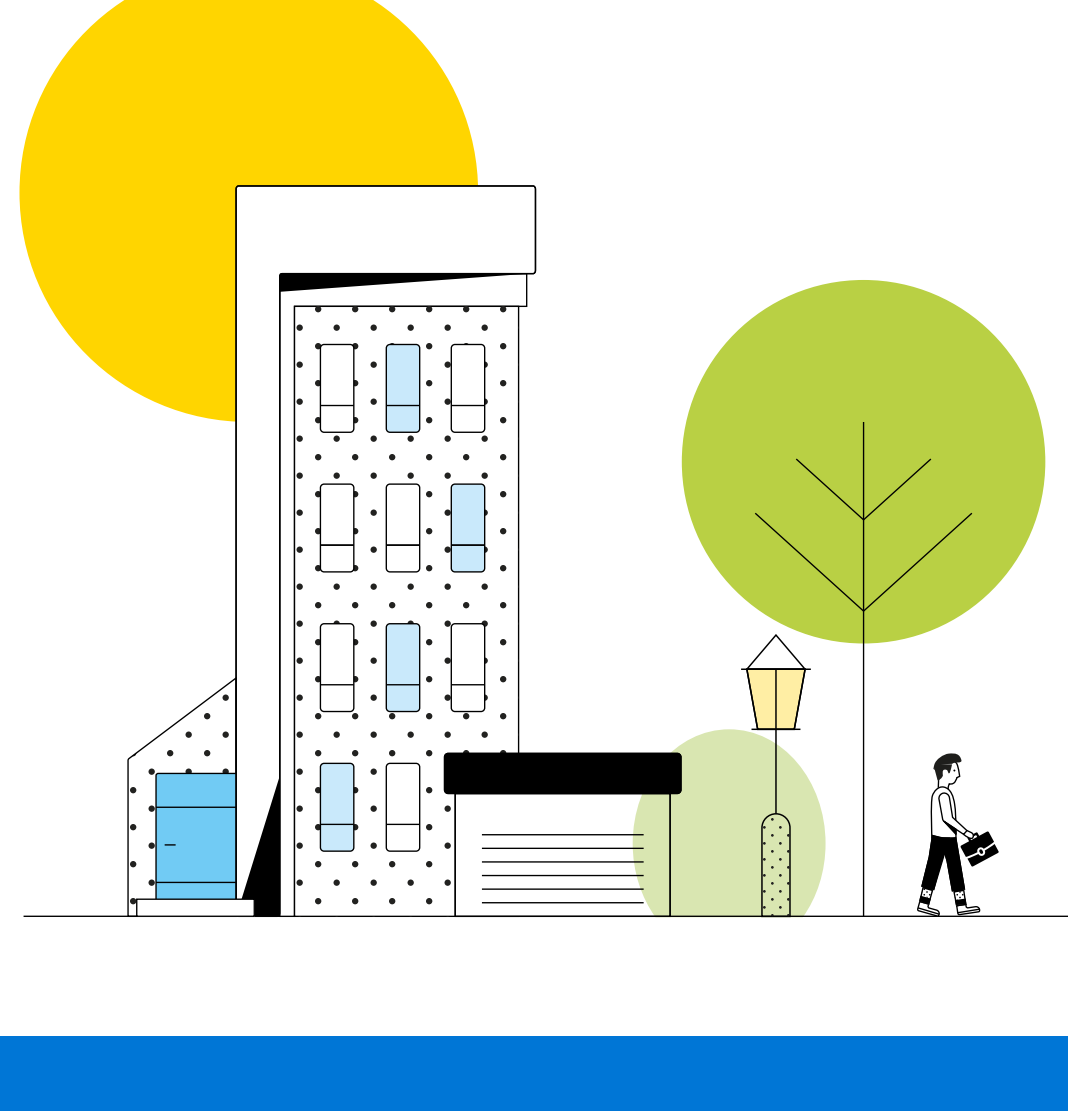


Protecting what's important, for today and tomorrow

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.



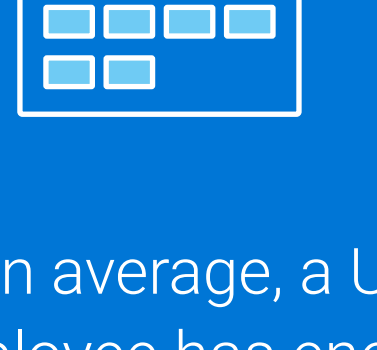
The need for income protection



Only **1 in 10** protect their income¹



44% of people would struggle with a loss of income within six months¹



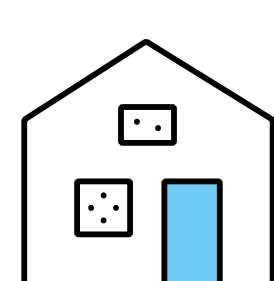
On average, a UK employee has enough savings to last just **24 days** if their income stopped²



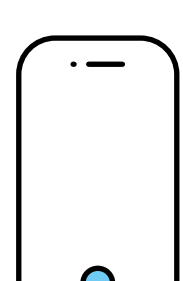
46% of households have either no savings or less than £1,500³

Protecting what's important

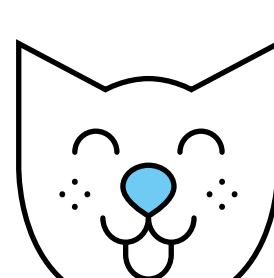
People often insure things like:



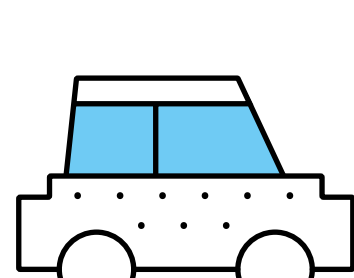
Home



Mobile

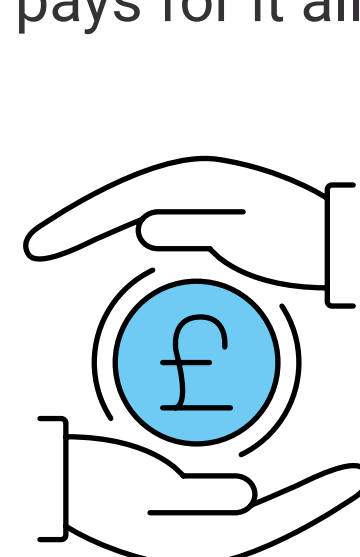


Pets



Car

But not the thing that pays for it all:

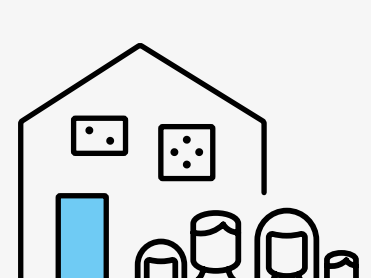


Income

Doesn't it make sense to cover that too?

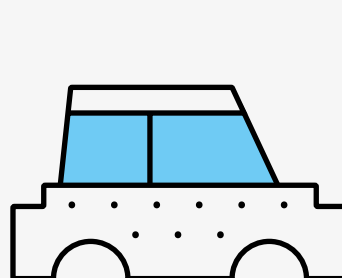
Family spending

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 home⁴



£159.60

Housing and transport is the biggest spend⁴

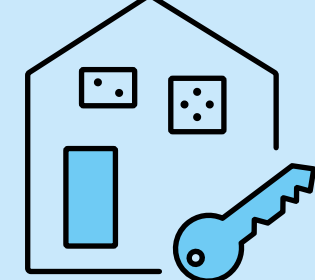


£76.90

Spent on holidays, TV and streaming, sports, and pets⁴

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

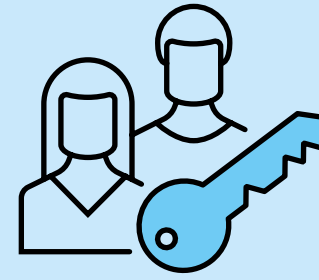
The average monthly rent for a 2 bedroom property in England.

In London was **£1,583**⁵



£59,982

Average UK household debt⁵



41%

The percentage of 25-34 year olds that rent privately, with a further **41%** owning their homes⁶



27%

The average household income spent on rent payments.

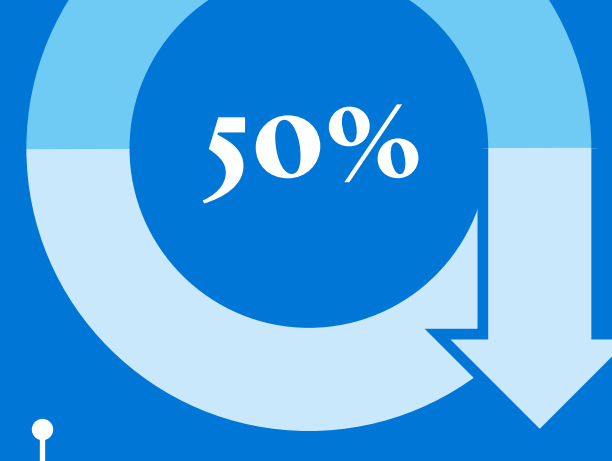
For mortgages it was **18%**.⁶

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.

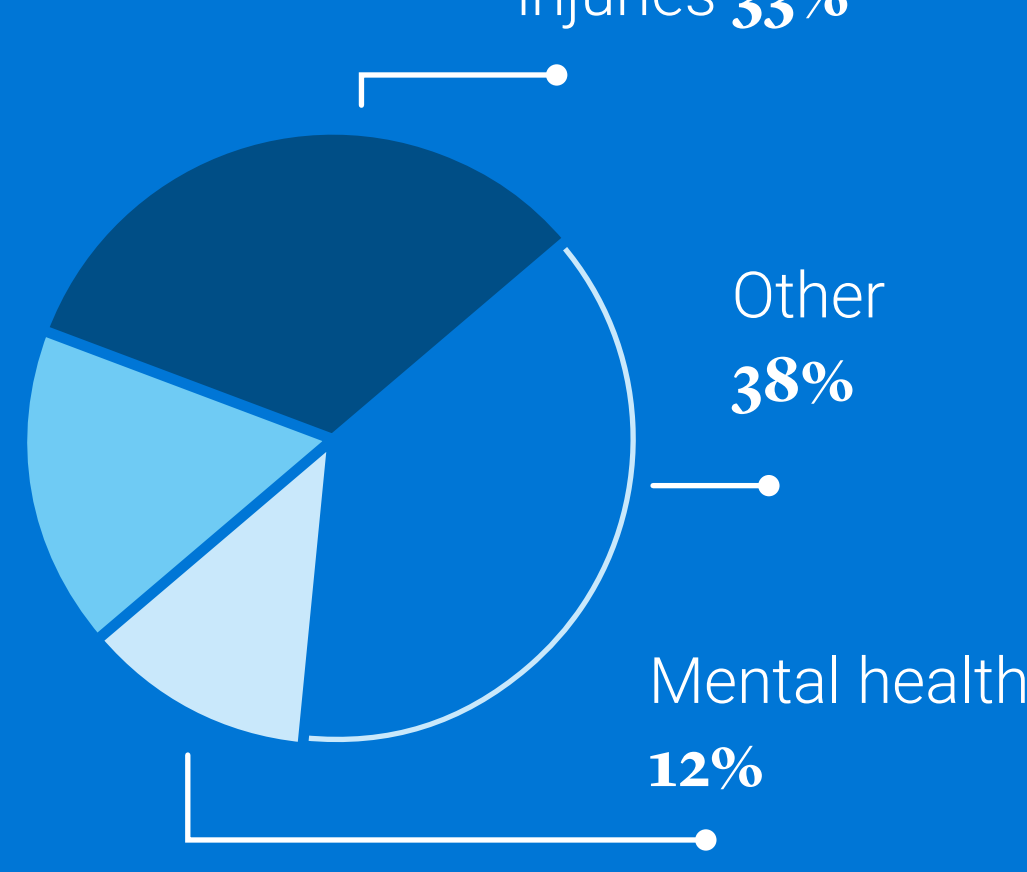


Self-employed workers now total over **5 million**, up from **3.2 million** in 2000 - a whopping **15%** of the economy⁸



Only **50%** of self-employed **16-34** year olds have enough savings to cover a **50%** drop in income over three months⁹

Top 3 conditions people claim for are⁷:



Employed workers are paid less than a **£100** a week statutory sick pay for 28 weeks⁹

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



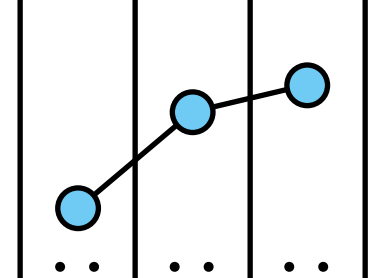
The premium remains unchanged during the length of your clients policy unless they increase the cover.

Low Start Income Protection

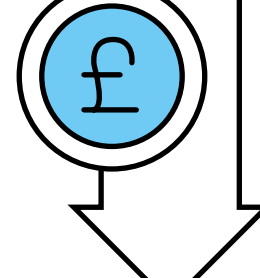


The starting premium your clients pay start lower, and increases each year with age.

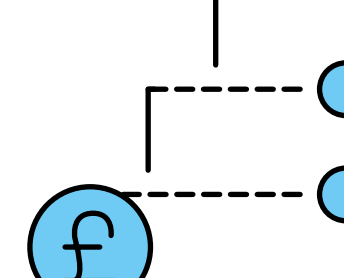
When your clients take out the policy, they can choose one of the following to flex with their life.



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:

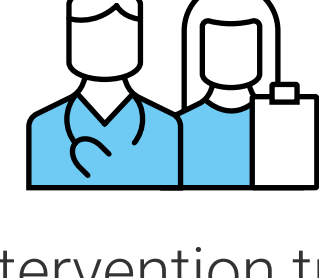
Nurse Support Services



Access to a suite of support services, provided by RedArc Assured Limited

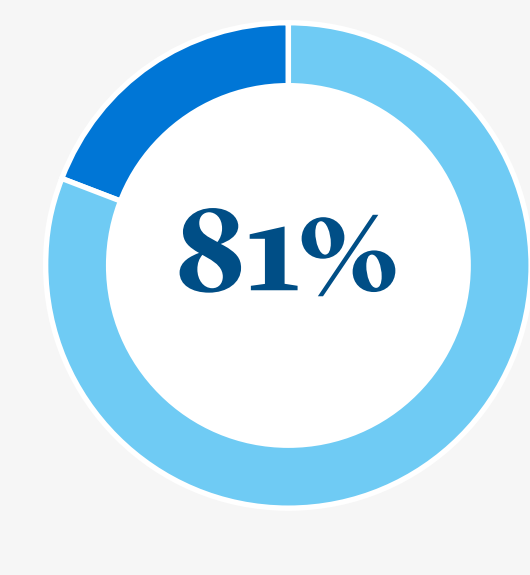
At point of claim:

Rehabilitation Support Services

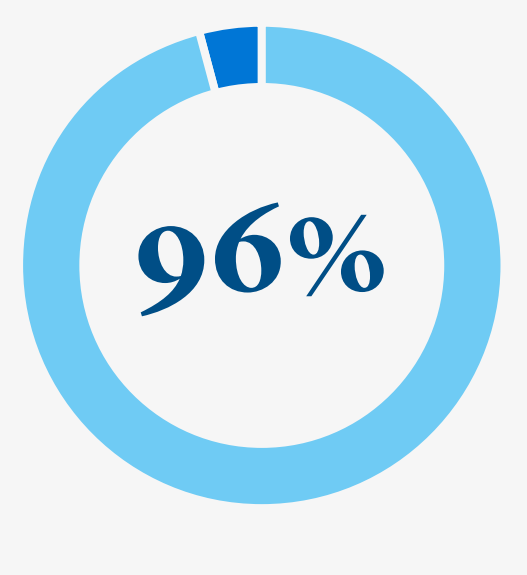


- Early intervention treatments
- Experienced in-house rehabilitation specialists

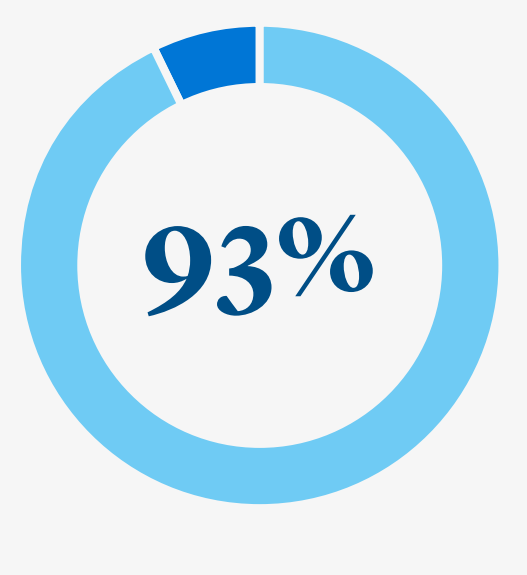
Why choose us?



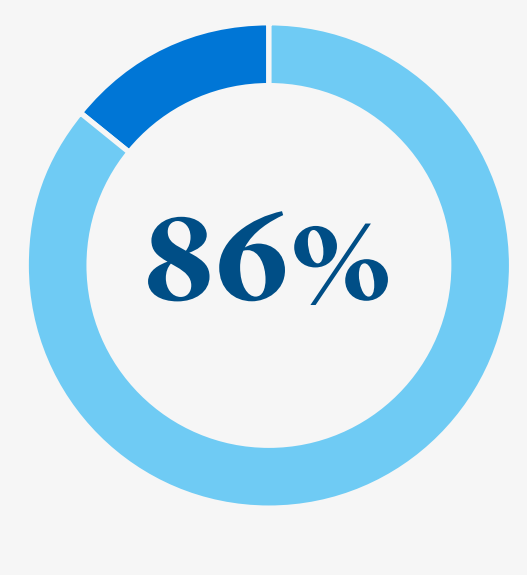
Income protection applicants offered industry leading Point of Sale decision



Average claims ease score rating from our customers



Income protection claims paid in 2019¹⁰



Customers found us trustworthy and reliable¹¹

¹⁰New 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

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