

# Rental Protection Plan



A rented property is more than a place to live, it's home.

Our intermediary exclusive Rental Protection Plan can help provide some financial security for your client. In the event of a valid claim, they could use a monthly benefit to help pay the rent.

For Adviser use only

## Renting is on the rise



In the last 10 years, the UK private renting market has increased by **63%**<sup>1</sup>



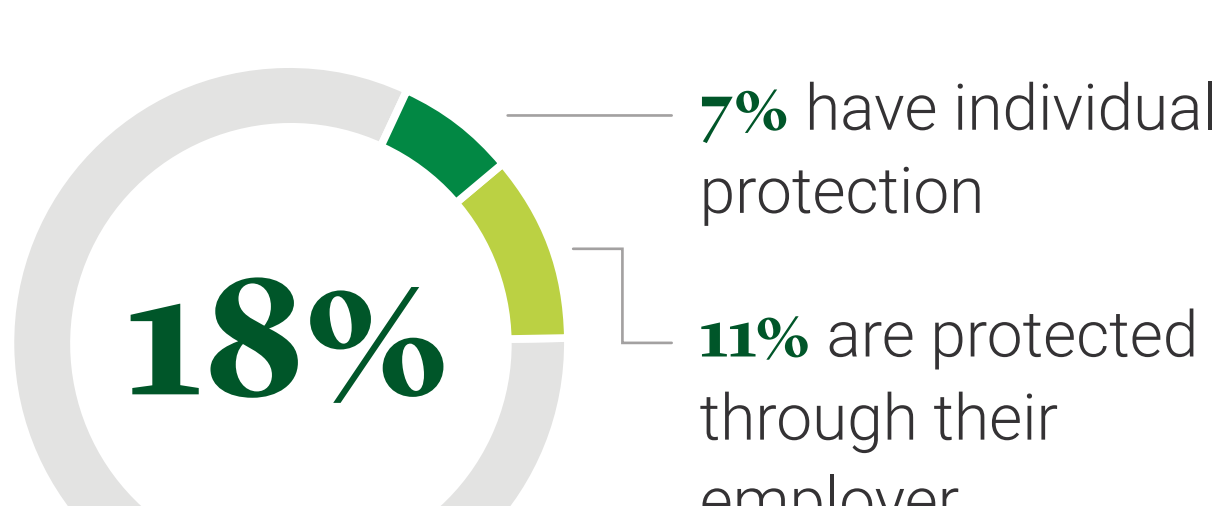
By 2023, an additional **560,000 households** are expected to be living in the private rented sector<sup>2</sup>



That's **5.4 million**

## Few renters are covered for the unexpected

**18%** say they have some protection insurance in place<sup>3</sup>



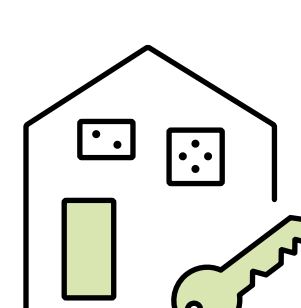
7% have individual protection

11% are protected through their employer

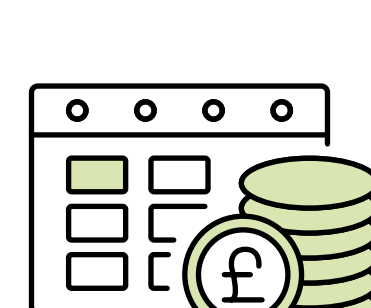
### Why it's important for your clients to be protected



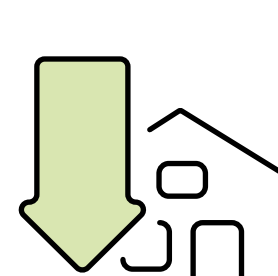
The average asking rent in the UK is **£951**, in London it's **£1,583**<sup>4</sup>



If your clients have a 12 month lease, they're committed to pay rent for that time



**33%** The average household income spent on rent payments<sup>5</sup>



Going into arrears could affect their chance of having a new tenancy agreement



Unlike homeowners, renters don't realise they may need financial protection - and are usually not advised about the need



With an extra **560,000** households expected to be living in private rented accommodation by 2023<sup>2</sup> **the need for protection will be greater than ever.**

## People think they may not need protection

**"The state will see me through"**

Statutory sick pay is **£95.85** per week and only pays out for a maximum of **28 weeks**<sup>6</sup>

**"I can rely on my savings"**

**44%** of workers would struggle within six months or less if they were forced to take sick leave due to illness or injury<sup>8</sup>

**"I'm too young to worry"**

The average age of our income protection claimant was **41** and the youngest just **22**<sup>7</sup>

## Questions to start the conversation about Rental Protection Plan

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

**5 ways your client could lose their home;**

- 1** **Accident**
- 2** **Unemployment**
- 3** **Sickness**
- 4** **Critical illness**
- 5** **Death**

Your client may be evicted if they do not keep up their rental payments. Further adviser support is available through our CII accredited training workshops.

As with all insurance policies, limitations and exclusions apply. For example, Rental Income Protection Benefit does not include unemployment cover therefore will not pay out if your clients become unemployed.

## Choose the cover that suits your clients' needs

We offer three product choices within the plan:

- Rental Income Protection Benefit**
- Rental Life Insurance**
- Rental Life Insurance with Critical Illness Cover**

## Supporting client health and wellbeing

Your client will have access to a range of services that can support mental and physical health needs - at no extra cost.

**Rehabilitation Support Services**  
Included as standard on Rental Income Protection Benefit

**Nurse Support Services**  
Included on all 3 product choices, provided by RedArc Assured Limited

## How can Legal & General support you?

- Adviser Toolkit**  
Designed to support intermediaries, to help clients understand the need and benefit
- Webinars**  
Stay up to date with our products and services
- Helping you talk to your clients**  
How to introduce our Intermediary exclusive Rental Protection Plan
- Further adviser support**  
Expert training support also available through our CII accredited workshops

## Find out how Rental Protection Plan could work for your clients

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

Sources: <sup>1</sup> Ons.gov.uk 2018, <sup>2</sup> UK Tenant Survey 2019, <sup>3</sup> Hymans Report 2019, <sup>4</sup> HomeLet, <sup>5</sup> English Housing Survey, <sup>6</sup> .gov.uk/statutory-sick-pay, <sup>7</sup> L&G Claims 2019, <sup>8</sup> Mintel Report 2020, <sup>9</sup> L&G Claims 2019, <sup>10</sup> Mintel Report 2020, <sup>11</sup> L&G RPP Research

