

Protecting what's important, for today, for 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** see themselves as their most valuable asset¹



46% of all households feel losing their income is one of their biggest worries if they are unable to work¹



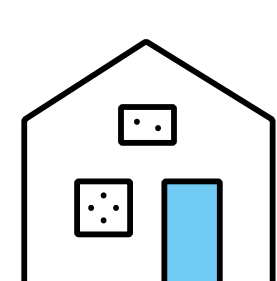
On average, a UK employee has enough savings to last just **24 days** if their income stopped¹



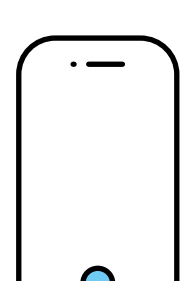
The average household has **£2,729** in savings... yet the amount needed to feel financially secure is **£12,207**¹

Protecting what's important

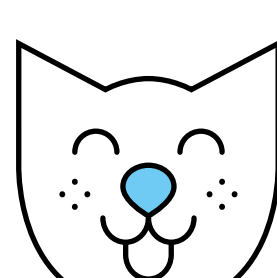
People often insure things like:



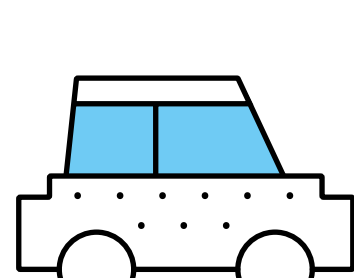
Home



Mobile

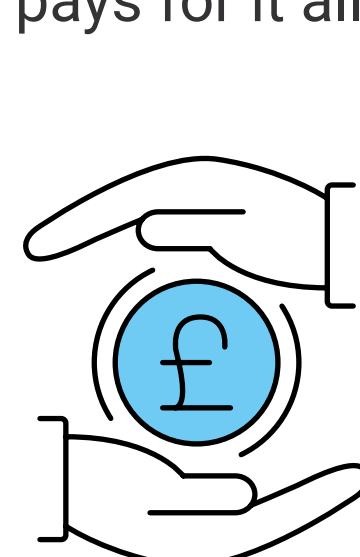


Pets



Car

But not the thing that pays for it all:

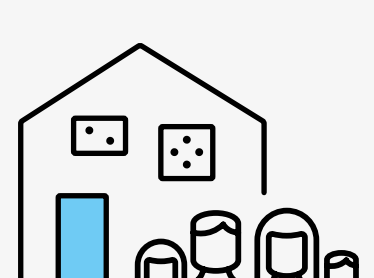


Income

Doesn't it make sense to cover that too?

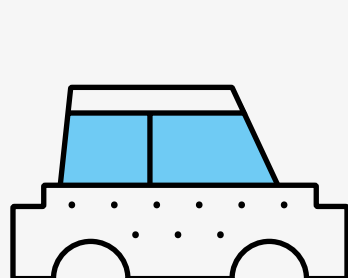
Family spending

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 home²



£159.60

Housing and transport is the biggest spend²

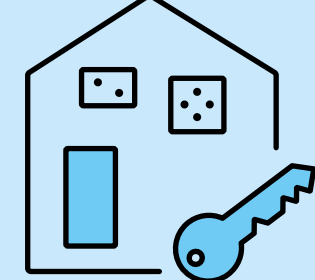


£77.20

Spent on holidays, TV and streaming, sports, and pets²

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.



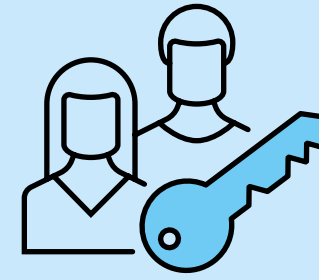
£1,061

The average rent per calendar month across the UK³



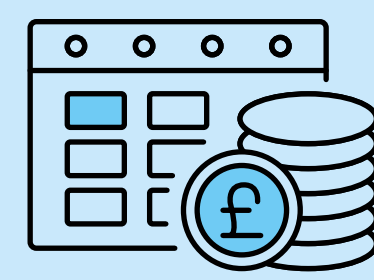
£62,670

Average UK household debt⁴



42%

The percentage of 25-34 year olds that rent privately, with a further **41%** owning their homes⁵

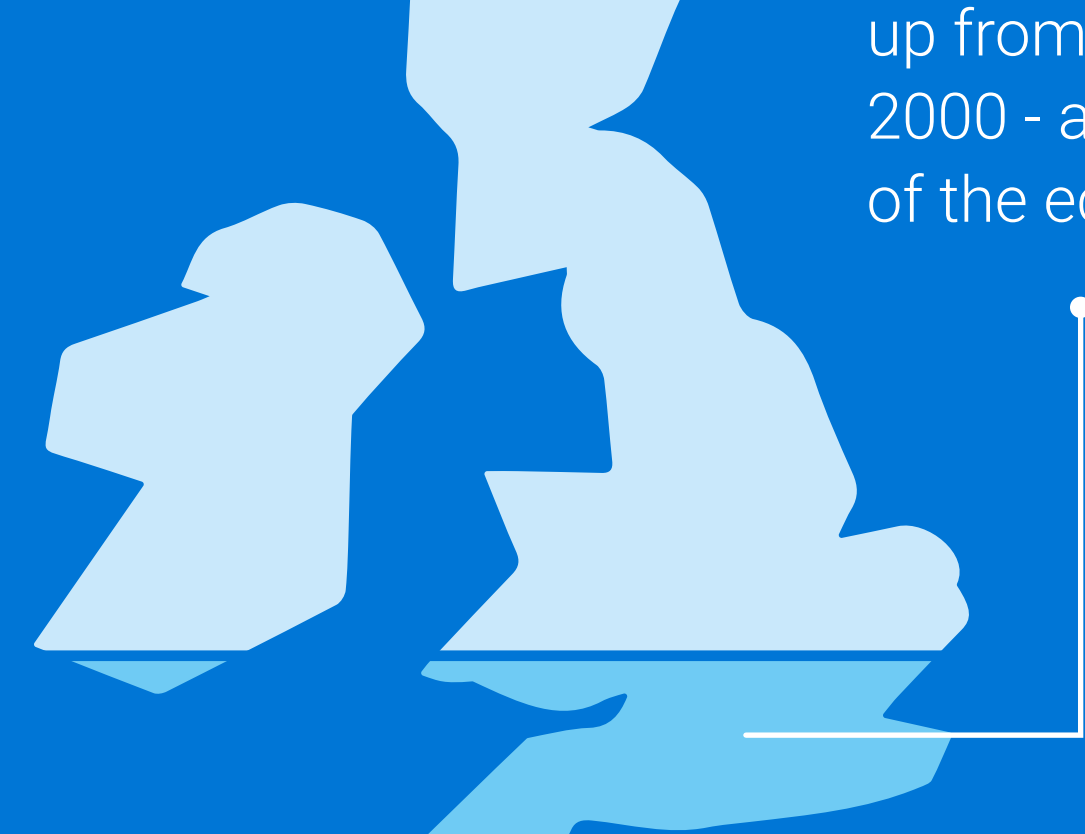


32%

The average household income spent on rent payments. For mortgages it was **18%**⁵

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.

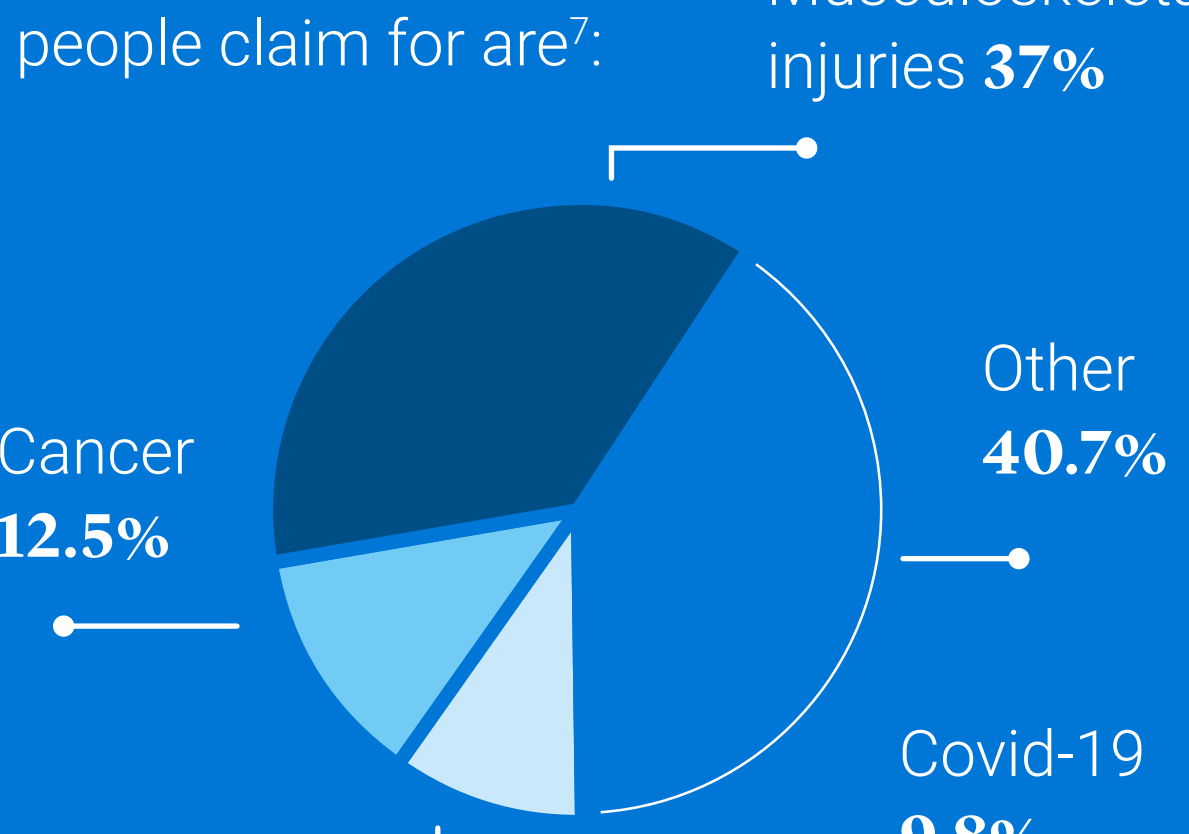


Self-employed workers now total over **5 million**, up from **3.2 million** in 2000 - a whopping **15%** of the economy⁶



Only **50%** of self-employed **16-34** year olds have enough savings to cover a **50%** drop in income over three months⁶

Top 3 conditions people claim for are⁷:



Employed workers are paid less than a **£100** a week statutory sick pay for 28 weeks⁸



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

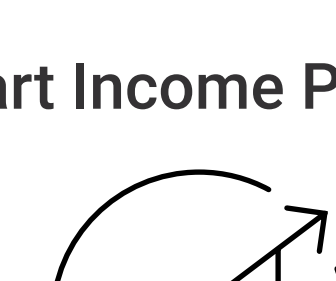
We don't just offer one type of income protection plan either. Your client can choose from;

Income Protection Benefit



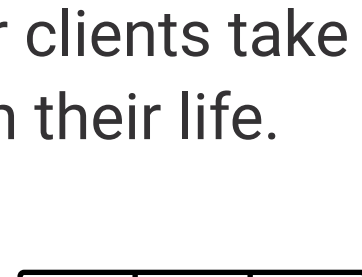
The premium remains unchanged during the length of your clients policy unless they make any changes.

Low Start Income Protection

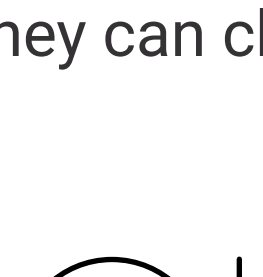


The starting premium your clients pay start lower, and increases each year with age.

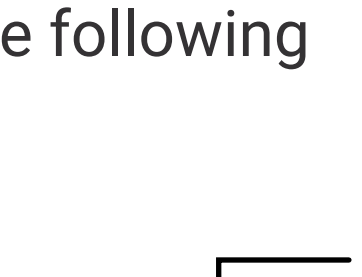
When your clients take out the policy, they can choose one of the following to flex with their life.



Increasing Income Protection Benefit and Increasing Low Start Income Protection



Low Cost option

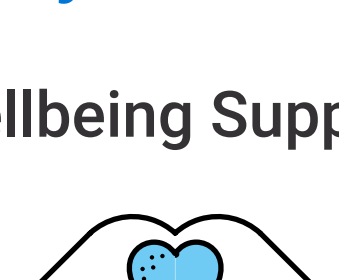


Stepped Benefit

Helping your clients get back to work

When policy starts:

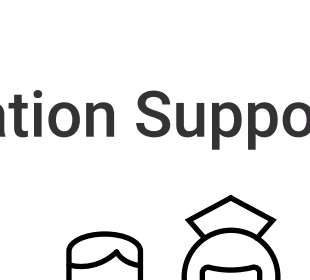
Wellbeing Support



Access to support services, provided by RedArc Assured Limited

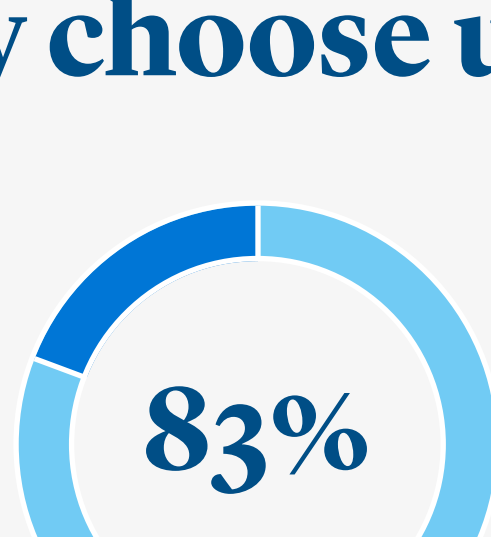
At point of claim:

Rehabilitation Support Services

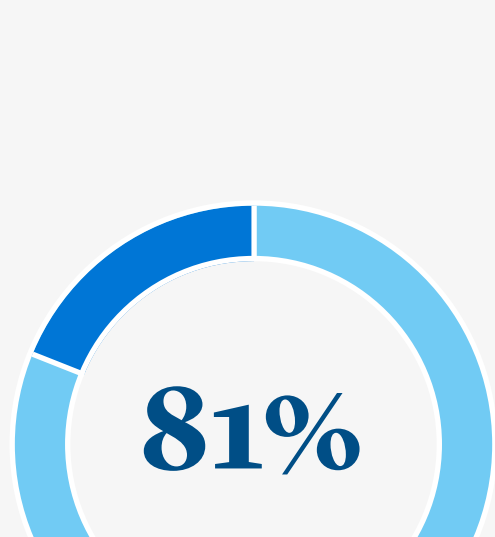


- Early intervention treatments
- Experienced in-house Clinical Team

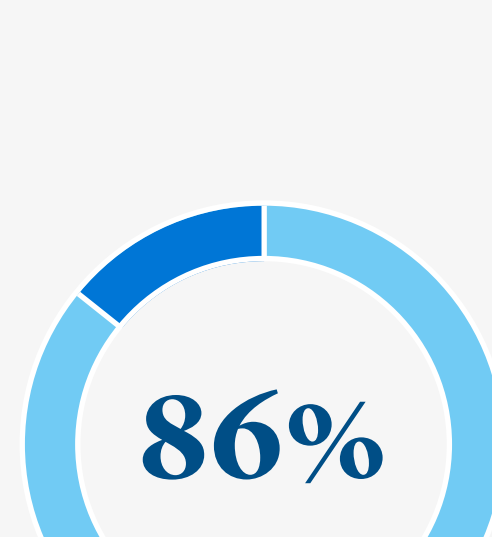
Why choose us?



Income protection applicants offered industry leading Point of Sale decision



Income protection claims paid in 2021^{*7}



Customers found us trustworthy and reliable⁸

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

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

adviser.legalandgeneral.com/incomeprotection

Sources: ¹ Legal & General Deadline to Breakeven; ² ONS 2019; ³ Homelet.co.uk; ⁴ Money Charity 2021; ⁵ English Housing Survey; ⁶ ONS 2019; ⁷ L&G Claims 2021; ⁸ NPS Report 2020