



# WHAT WOULD YOU DO IF YOUR SALARY STOPPED?

Being unable to work due to long term illness or injury is a frightening prospect. On top of everything else, could you cope financially? Plan ahead now to help ensure that you or your loved ones don't struggle with finances, at the time financial security is needed most.





## CONTENTS

WHAT'S THE PLAN?	3
HOW DOES IT WORK?	4
HOW WE'VE HELPED OUR CUSTOMERS	5
DO YOU NEED INCOME PROTECTION?	6
PROTECTING YOU AND YOUR LIFESTYLE	7
COULD YOU RELY ON STATE BENEFITS?	9
IT PAYS TO PLAN AHEAD	9
GETTING YOU BACK TO WORK	10

“ I’ve got a young family and a wife, so I need to protect us and make sure we’ll be OK for all eventualities.”

IncomeProtection Consumer &  
Adviser Research 2014, Gusto Research



# WHAT'S THE PLAN?

What would you do if you couldn't work due to a long term illness or injury?  
Our Income Protection Benefit Plan can help you to protect your income as well as your lifestyle if the unexpected should happen.

## INCOME PROTECTION BENEFIT PLAN

- Steady monthly benefit
- Pays out until you retire, return to work or die or your plan ends
- Guaranteed premium unless you change your plan or link it to inflation
- Return-to-work support services.

## EXPERT ADVICE

Your adviser is best placed to help you with income protection.

They can explain:

- If you need it
- How it works
- All the available options
- How much you'll get paid
- How much you'll pay.

This table has some examples of people who have either claimed, or are claiming on their income protection.

Occupation	Period of Claims (months)	Condition	Original Benefit Amount (paid monthly)
Draughtperson	38	Psychiatric/ Psychological Disorder	£2,094
Hairdresser	21	ME/Fibromyalgia	£388
Nurse	33	Cancer	£1,200
Project Manager	26	Benign Brain Tumour	£900
Recruitment Consultant	37	Respiratory Disorder	£1,900

Many families could not afford a month's rent if they lost job \* . SHELTER

\*The online survey by pollsters YouGov in July questioned 1,581 people in working families with children.

As with all insurance policies, limitations and exclusions apply. For example, this plan does not include unemployment cover therefore will not pay out if you become unemployed. Tax laws may change which could affect the monthly benefit our plan pays out.



# HOW DOES IT WORK?

**With your adviser, you can calculate how much you'd need each month – your monthly benefit – from an Income Protection Benefit Plan.**

## STEADY MONTHLY BENEFIT

When you're coping with an illness or injury, having money coming in regularly can give you some well-needed peace of mind. Our Income Protection Benefit Plan does that, with regular monthly payments.

## INITIAL WAITING PERIOD

Your monthly benefit payments are paid to you after a set length of time – the deferred period – has passed. When you apply, you can choose between four, 13, 26 or 52 weeks to wait. Your benefit payments are made a month after this.

## OPTIONS AND ADDITIONAL BENEFITS

Our Income Protection Benefit Plan is a flexible product, with a range of different features and benefits you can choose from, and each one can affect your monthly payment.

### Talk to your adviser about:

- How your benefit is worked out
- When the benefit starts
- Our Low Cost Option
- Stepped Benefit
- And the additional benefits included at no extra cost. Including, linked claims and continuous cover.

## CAN OTHER TYPES OF PROTECTION COVER YOU?

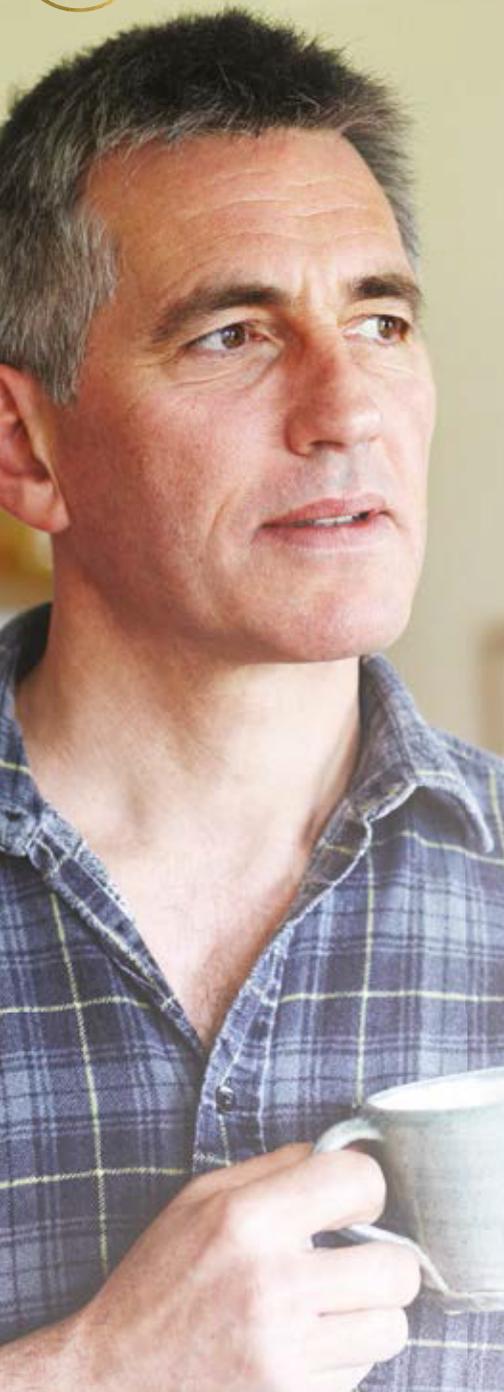
The best solution is to work with your adviser to weigh up what suits you. However, it's best to know that not all protection products are the same, income protection is different to critical illness cover and life insurance. For instance, these products usually pay a lump sum, and only if you suffer a critical illness or die. Our Income Protection Benefit Plan pays you a regular benefit if you can't work due to long term illness or injury.

## WORKING OUT YOUR MONTHLY BENEFIT

The monthly benefit you would need and when you need to receive it is based on a few factors, including:

- Your income
- What benefits your employer may provide
- How long these benefits might last
- When you would need the benefit to start paying you
- How many years you would like to have income protection.

Most of our customers have a monthly benefit of between £500 and £2,250.



## HOW WE'VE HELPED OUR CUSTOMERS.

Having income protection provided real assistance when Michael was at his most vulnerable. This is his story <sup>\*</sup>.

Michael was a hard-working estate agent in Leeds, when he bought his first home at 30. As part of his mortgage and protection advice, Michael was recommended income protection by his adviser.

Sometime later, Michael began to feel slightly unwell, requiring him to begin calling in sick to work. Michael was subsequently diagnosed with an illness that meant he suffered pain all over his body and had to stop working. His day-to-day life became very different and he needed to claim on his plan.

Unfortunately, Michael's health deteriorated over the years, leaving him very disabled by his illness. Though he was unable to return to work, he was afforded much needed financial stability due to the monthly benefits he received from us until he reached retirement age.

Thanks to the advice Michael's got when he bought his home, to purchase income protection, his plan ensured he had financial support from his policy for 18 years during his illness. During that time, Michael has received over £150,000 in monthly benefit payments.

<sup>\*</sup>Some details have been changed to protect the customer's privacy.



# DO YOU NEED INCOME PROTECTION?

It's worth thinking how you would pay your bills, your mortgage and maintain your lifestyle, if you couldn't work due to illness or injury resulting in a loss of income.

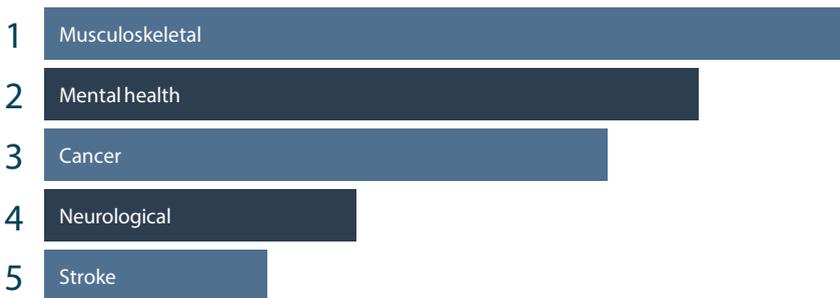
These startling facts highlight the impact illness and injury can have on your ability to work:

In Great Britain, nearly 1 million people a year are off work long-term sick. <sup>1</sup>

The most common causes of long-term work absence are stress, mental health and musculoskeletal injuries. <sup>2</sup>

Musculoskeletal injuries are particularly common for manual workers, while stress is more common for non-manual workers. <sup>2</sup>

## THE TOP FIVE CONDITIONS WE PAID OUT CLAIMS FOR IN 2015 <sup>3</sup>



<sup>1</sup> Long-term sickness absence in GB – review by Department for Work and Pensions survey report 2015 <sup>3</sup>

<sup>2</sup> CIPD Absence Management



## PROTECTING YOU AND YOUR LIFESTYLE

We all enjoy different lifestyles, each with their own demands and costs. How could you manage yours without an income? Our Income Protection Benefit Plan could help.

### FAMILY LIFE

If you have a family, you'll want to make sure they're financially protected if you're unable to work due to an illness or injury. Are you a single parent? If you have a partner, could they:

- Bring in a salary?
- Look after the children?
- Do the housekeeping?

Our plan could help pay towards things such as medical bills, childcare and cleaning costs, or even help cover school fees if necessary, so you can make what might be a difficult time that little bit easier.

### CHANGING JOBS

It's worth considering taking control of your own finances by helping to protect your income:

- If your salary increases due to a promotion or change of job
- If you're not getting the same support as in your previous job.

Our plan can help make sure the level of financial support in your new job meets your needs.

The average age of a person claiming on our income protection is 41

### SELF-EMPLOYED

If you're self-employed, being unable to work for any length of time can be financially disastrous, especially if you work alone. A long-term illness or injury could:

- Threaten your livelihood
- Take a big chunk out of your savings.

Our plan can be a smart way to help ensure you'll continue to have money coming in.

### BUYING A HOUSE

Buying a house or remortgaging your current one is a big commitment. Apart from the one-off costs for surveys, valuations, stamp duty, legal fees and more, when you buy a house there may be ongoing commitments to cover:

- Mortgage repayments
- Council tax
- Utilities
- Insurance.

Our plan gives you extra peace of mind, if you're unable to work.

### SINGLE LIFE

Being single doesn't mean you don't have financial responsibilities. You may need to help make sure your rent (or mortgage) and bills can be paid. Our plan can help offer reassuring financial assistance to anybody without a partner to rely on for financial support.





# COULD YOU RELY ON STATE BENEFITS?

After any sick pay, employee benefits and savings you many have are exhausted, there could be state benefits. But will they be enough?

## SICK PAY

By law, your employer must pay you statutory sick pay for up to 28 weeks (eligibility criteria apply). But after that, you may have to depend on state benefits.

## STATE BENEFITS

With austerity measures and welfare cuts, state benefits have been systematically eroded. Could you survive on them? It's worth looking at the maths with your adviser.

## EMPLOYEE BENEFITS

It's important to check what benefits your employer provides if you can't work because of an illness or injury. Whether you're in a new job or been in your current one for a while, you can check your contract or ask your HR department.

## YOUR MONTHLY BENEFIT AND STATE BENEFITS

Any non-means tested state benefits you receive will be in addition to your monthly payment from your Income Protection Benefit Plan. We won't reduce your income protection payments simply because you are entitled to these benefits.

**During 2015, we paid  
£1.3 million in claims, that's  
over £25,600 a week**

Ask your Adviser for our Income Protection Checklist - the handy document will help you understand your financial position should your income stop.

## IT PAYS TO PLAN AHEAD

Income protection can provide cover where other products don't. Your adviser can help you take the steps to protect yourself and your loved ones.

## WORK IT OUT ONLINE

Starting with your income, you and your adviser can use our calculator as a guide to help work out what's right for you, including:

- Your maximum monthly benefit
- Stepped Benefit amounts.

## ASK YOUR ADVISER ABOUT LIFESTYLE COVER

You may want to supplement the Income Protection Benefit Plan with Lifestyle Cover. This added, short-term income protection provides a monthly benefit if you're unable to work due to accident, sickness or involuntary unemployment. Ask your adviser about the details of Lifestyle Cover.

# GETTING YOU BACK TO WORK



We understand that when you're off work because of an illness or injury, you most likely want to get back to your job as soon as possible. Access to our specialist support services can help.

## MORE THAN JUST PAYING A MONTHLY BENEFIT

We don't just pay claims. We also want to try and help you recover and return to work as quickly as possible, but at a pace that's comfortable for you. As part of your claim, we offer access to rehabilitation specialists and workplace reintegration programmes.

## BACK TO HEALTH, BACK TO WORK

Returning to work after a long period of absence can be difficult. Our support services take that into consideration, with a structured and phased approach designed to gradually treat you and help you back to work.

Our rehabilitation services can start to get you active, do more and feel better – it's the first step to help you return to work. When you're ready, we'll work with you to organise a controlled return to your work environment.

## ACCESS TO SPECIALIST SERVICES

These specialist services can help you take control of your health and recovery, and then return to work when you're ready.

### Working towards Wellbeing

Occupational and psychological support to people with long-term conditions, including cancer, chronic pain, chronic fatigue, diabetes, heart disease and common mental health problems.

### PhysioWorld

Physiotherapy treatment and rehabilitation solutions through highly effective techniques. Their services can help you on the journey to health and wellbeing.

### Ergocom

A provider specialising in vocational rehabilitation, specialist assessments and return-to-work solutions.

### Innovate

Occupational therapist treatment services, including physical therapies such as physiotherapy, osteopathy and chiropractic, and psychological services, counselling and psychiatry.

### Obair Associates

Provides customers with various support services such as occupational therapy in the home for individuals who are struggling with their independence in daily living.

[www.hyde-associates.co.uk](http://www.hyde-associates.co.uk)

