

At Scottish Provident we offer quality cover for the more cost conscious clients through our Family Income Benefit plan (critical illness on an income basis). These days, we're all looking at ways to make our money go further.

This can be through simple supermarket savings such as two for one offers or it could be scouring the investment markets to find the fund that may offer the highest potential return.

**So how can your client make savings on their protection plan?**

They can do this by combining lump sum benefits with income benefits on their protection plan. The example below shows what a difference this can make to a monthly premium.

**Example Male 40 next birthday, non smoker with a mortgage of £150,000 for a 20 year term.**

Death or Earlier Critical Illness Benefit		Monthly premium	Saving
Payable as a lump sum	Payable as a monthly income		
£150,000	Nil	£71.86	
£75,000	£3,750 a year (Up to £75,000 over 20 years)	£50.98	<b>£20.88</b> <b>29%</b>
Nil	£7,500 a year (Up to £150,000 over 20 years)	£29.64	<b>£42.22</b> <b>59%</b>

**Please note:**

These quotations are illustrative only and are based on the details given above with premiums correct as at 25 January 2010. They assume level cover with TPD on an "own occupation" basis for a 20 year term on guaranteed rates and on normal underwriting terms. The actual premium will depend on the individual circumstances. The level of income benefit that is suitable for covering a mortgage will depend on your mortgage payments and mortgage interest rates. Terms and conditions apply to these benefits – please refer to the Product Guide for full details of the terms and conditions.

Talk to your Sales Consultant or contact a member of our Salesline Team on **0845 300 0005** (Option 2) to find how much you could save your clients through Family Income Benefit.