

How your clients could save on their policy fees

With a Scottish Provident Self Assurance menu plan, your clients can mix and match their cover to suit their needs and budget.

What's more when your client takes more than one benefit on the same plan, they will pay only a single policy fee. Here are some examples which show how much they could save:

Let's look at John. He's a sales executive who is a non-smoker and will be 35 on his next birthday. He's looking to take out protection for a 25 year term, with waiver of premium included, and would like to take life cover of £200k level lump sum, critical illness cover of £200k level lump sum, own occupation TPD, income protection of £12k per annum, 13 week deferred period, waiver 13 weeks.

If John took these out as individual benefits he would pay:		
Life cover	£16.43	
Critical illness cover	£71.98	
Income protection	£18.10	
If he took two of these benefits individually he would pay:		
Life cover and critical illness cover	£88.41	
Life cover and income protection	£34.53	
Critical illness cover and income protection	£90.08	
If he took three of these benefits individually he would pay:		
Life cover, critical illness cover and income protection	£106.51	
If John opted instead to take multiple benefits on the same plan, here's what he would save on his monthly premium:		
Life cover and critical illness cover	£86.10	saving £2.31
Life cover and income protection	£30.51	saving £4.02
Critical illness cover and income protection	£86.06	saving £4.02
If he took all three benefits on the same policy he would save:		
Life cover, critical illness cover and income protection	£100.18	saving £6.33

Here's another example of how much your client could save:

Sarah is a secretary who is looking for a multi-benefit protection policy for a 20 year term, with waiver of premium included. She doesn't smoke and will be 40 on her next birthday. She would like to take life cover of £150k level lump sum, critical illness cover of £150k level lump sum, own occupation TPD, income protection of £18k per annum, 26 week deferred period, waiver 26 weeks.

If Sarah took these out as individual benefits she would pay:		
Life cover	£13.32	
Critical illness cover	£66.11	
Income protection	£39.00	
If she took two of these benefits individually she would pay:		
Life cover and critical illness cover	£79.43	
Life cover and income protection	£52.32	
Critical illness cover and income protection	£105.11	
If she took three of these benefits individually she would pay:		
Life cover, critical illness cover and income protection	£118.43	
If Sarah opted instead to take multiple benefits on the same plan, here's what she would save on her monthly premium:		
Life cover and critical illness	£77.15	saving £2.28
Life cover and income protection	£48.51	saving £3.81
Critical illness cover and income protection	£101.30	saving £3.81
If she took all three benefits on the same policy she would save:		
Life cover, critical illness cover and income protection	£112.34	saving £6.09

For more information on how your client could save on their policy fees, talk to your sales consultant today or call Salesline on **0845 300 0005** (option 2).