A fresh approach to Income Protection with 5-star cover
What should Income Protection offer you?

If you are unable to work because of illness, injury or disability, we believe that Income Protection should not only replace your salary but it should help you recover and get back to your preferred job. We don’t believe in traditional Income Protection policies which carry lots of general exclusions and stop your payments as soon as you are fit enough to do any type of work.
Our Income Protection gives you tax-free income, which can be used to help pay your bills, your mortgage or even medical costs as you recover. Unlike many other insurers, our new approach offers you, in addition to this income, a range of benefits and features. This includes benefits to help you recover and settle back into work. And we don’t stop your payment until you’re in the type of job you had or the type you now want.

Our approach to Income Protection offers you greater certainty upfront by being clearer on how much you can claim should you need to.

With our Comprehensive Cover you can protect 60% of your gross salary for the first £30k per annum and 50% thereafter. And because it’s tax-free this should replace most of your net salary.

For example: if you earn £50k per year, you would receive 60% on £30k (£18k) and 50% on the remaining £20k (£10k) giving you an annual benefit of £28k.

With our Primary Cover, the maximum cover available is 50% of your gross salary.
Why Income Protection Cover?

- **Do you really need it?**
  
  There are no financial certainties these days: and in the current economic climate it’s now more important than ever to protect yourself if you want peace of mind and security. So having reliable income protection in place means you could receive an amount of money that replaces most of your net income to help pay your mortgage, bills and general living expenses.

- **Aren’t you the most important thing you have?**
  
  Most people seem to insure everything but their lifestyle. From mobile phones to fridges, to cars and even pets, everything is protected except themselves, their lifestyle and what pays for it: their income. If you don’t insure your income, how can you pay for everything else?

  And unfortunately, thinking that ‘it won’t happen to me’ doesn’t measure up to the facts. For instance, did you know you’re much more likely to experience a chronic illness than die before your retirement age\(^1\). So imagine if you were ill: how would you live?
Why you can’t always rely on State benefits

Many people believe they may be entitled to receive some financial help from their employer or through the State benefit system should something happen to them. However, in reality you may not even receive enough to maintain your current lifestyle:

– The State employment and support allowance may only pay between £53.45 and £67.50 per week² and your individual circumstances will affect how much you get
– Three out of five people could not survive financially if unable to work due to injury or illness³
– 98% of people say they could not survive on Government support alone³

Unemployment Cover

- The total number of unemployed was 2.48 million in Quarter 4 2010⁴.
- The number of homes repossessed in 2010 was 36,300⁵.

So for added financial security we give you the option of taking out Unemployment Cover. This provides you with an income for up to two years if you lose your job through redundancy, or if you are self-employed and your business goes into liquidation. This cover is provided by St Andrew’s Insurance plc (St Andrew’s) and is subject to their terms and conditions.

Please note: the above points are based on our understanding of the current State benefit system. For specific information about your entitlement to claim State benefit, you should contact your local Department for Work & Pensions.

Sources:
1. Munich Re
2. DirectGov.co.uk, Employment and support allowance rates (correct at May 2011)
3. Nationwide, February 2009
4. Office for National Statistics
5. Council of Mortgage Lenders
Facing the facts

- More than half of the 2.62 million people claiming incapacity benefit have been off work for more than five years¹

- UK statistics show that you are 26 times more likely to be incapacitated and off work for more than six months, than to die before the age of 65²

- Around one in ten of all cancer cases are in people aged 25-50 years³

- Nearly 25% of people aged 35 will suffer a disability lasting 90 days or more during their working life⁴

Sources:
1. DWP December 2010
2. DWP WFLS data May 2007
3. Cancer Research UK
Our benefits

With our 5-star rated Income Protection Cover you can be certain that should you need to claim you’ll get the amount you’re expecting. You can also be confident of more support and benefits to help you recover, plus more incentives to help you remain healthy.

At PruProtect, we offer two types of cover: Primary and Comprehensive Cover.

- Our Primary Cover offers excellent protection and added benefits as well as being highly competitive on price

- Our Comprehensive Cover provides a market leading range of benefits and innovative features making it one of the few products available to gain a Defaqto 5-star rating

Both our Primary and Comprehensive Cover share a number of key benefits which make them really stand out:

- Guaranteed payment amount
  If you're unable to work through illness or injury, you can feel confident that you are protected because our cover comes with greater certainty that we'll pay out what we agree to. When you verify your salary at the application stage, we'll guarantee you receive the agreed amount when you claim

Replacing your income

"We'll pay out what we promise"
Guaranteed protection if you’re unable to work

- You can also be certain that you’ll receive your monthly benefit if you’re unable to perform your own role due to ill health. Other insurers may not pay a benefit, and instead, they would expect you to take an unsuitable alternative job that fits in with your situation. Our approach means that you can confidently make a claim should you need to.

Added protection options for even more cover

- Extra protection – we’ve included the option to protect a higher amount of your income for even greater security. This means you can protect 60% of your gross income for the first £30k per annum and 50% thereafter with our Comprehensive Cover.

- Protecting the value of your cover – because we realise that rises in the cost of living may reduce the value of your benefit you can choose for your cover to automatically increase each year in line with the retail prices index (up to 10% per annum).

- Permanent disability uplift – with our Comprehensive Cover if you become permanently disabled, we’ll increase your benefit by 10% to reflect the greater impact on your lifestyle.

- Waiver of premiums – if we’re paying you a claim, we’ll automatically waive your Income Protection premiums. And with our Comprehensive Cover we’ll also waive any PruProtect Plan and PruHealth premiums, too.

- Guaranteed insurability options – we appreciate that your personal circumstances may change over time and so we offer you the flexibility to increase your cover to suit your needs. For example, you can increase your cover after a job promotion, childbirth, remortgage or new mortgage.

- Self-employed benefit – we realise that running your own business can be even more daunting when it comes to financial risk. So, we can start paying your benefit from seven days to give you greater financial security. For many illnesses, we’ll also backdate the payment so you get paid for those seven days.

No general exclusions

- We’ve removed general exclusions that some other insurers apply such as drug and alcohol abuse and war and civil riot, so you’re more certain of getting what you expect.
Helping you get back to the job you want to do

- **Recovery benefit**

  Our Recovery benefit gives you access to up to £2,000 worth of specialist care and support to help aid your recovery and return to work through such things as specialist treatments, counsellors, support groups and training courses. You'll get up to £2,000 with our Comprehensive Cover and up to £1,000 with our Primary Cover.

  Depending on your circumstances, we'll help you to get better through offering:

- **Medical support**
  - Help to pay for the cost of private medical treatment such as specialist doctors, hospitalisation or surgery
  - Physiotherapy
  - Osteopathy
  - Counselling or support groups

- **Assisted care support**
  - Assisted devices, including the costs to modify a house or car
  - Access to a qualified nurse or carer

- **Education support**
  - Training courses to help with re-skilling if you need them, to help you get back to work

- **Back to work benefit**

  If you return to full time work, we’ll provide you with a cash bonus. You'll get this alongside your normal salary to help with the extra costs of returning to work. The table below shows how this works:

<table>
<thead>
<tr>
<th>Cash bonus (% of your Income Protection monthly benefit amount*)</th>
<th>Primary Cover</th>
<th>Comprehensive Cover</th>
</tr>
</thead>
<tbody>
<tr>
<td>First month back at work</td>
<td>25%</td>
<td>50%</td>
</tr>
<tr>
<td>Second month back at work</td>
<td>10%</td>
<td>25%</td>
</tr>
</tbody>
</table>

*Available for three, six or twelve month deferred periods, for seven day or one month deferred periods the benefit is payable at our discretion.*
Your Vitality programme

We want you to live life well. And we’re here to help you do it. Our plans come with vitality, a healthy living programme. Vitality helps you get healthier and saves you money at the same time. We give you money off things that are good for you like health screens, gym membership and stop-smoking sessions.

There are three ways that Vitality can save you money

1. **Premium Saver**
   With Premium Saver, you could build up premium savings every five years to reduce premiums for the following two years. How much you build up each year depends on your premiums and your Vitality status.

2. **Premium Discounts**
   Premium Discounts give you the chance to reduce your premiums every year, if you have a PruProtect Plan. The healthier you get, the bigger the premium discounts become.

3. **Partner Rewards**
   You get discounts off things that are good for you. We give you discounts on health screenings, to help you monitor things like blood pressure. We also give you discounts and heart rate monitors, to help you see how much exercise you do from day to day.

* Not available with the Essentials Plan

If you choose to enhance your policy with Vitality Plus for just £6.50 per month, you will receive rewards that can help you rest, relax and live life well. They range from the everyday to the extraordinary. We give you discounted tickets to concerts, films, festivals and West End shows. You could even get discounted family holidays in Europe or Caribbean cruises.
Why choose PruProtect for your Income Protection?

At PruProtect, our aim is to offer you the next generation in lifestyle protection, whenever you need it. We’re a young company with considerable financial strength and a real passion for helping people lead a healthier lifestyle.

We have the backing of two huge names in the protection market – Prudential and Discovery (a market-leading insurer in South Africa).

Prudential’s trusted reputation and Discovery’s creative solutions and first-class operations mean PruProtect can offer you innovative products with great service and support. These two companies have a proven track record of success and innovation in the health insurance market with the award winning PruHealth.
Our mission

PruProtect is continually innovating to make people healthier, and to protect and improve the quality of their lives.

Find out more

Please speak to your Adviser or take a look at pruprotect.co.uk.