

Breathing Space Suitability Wording

Our Breathing Space suitability wording has been designed to help you write letters and emails to your clients when recommending this product.



**BRITISH
FRIENDLY**

It feels good to be covered

Our Breathing Space suitability wording has been designed to help you write letters and emails to your clients when recommending this product. We've taken care to keep it accurate and up to date, but we don't accept any liability resulting from your use of it.

To use this wording, copy the relevant text, paste it into a word document or email and edit the variable text to tailor each section to your individual client recommendations.

Contents

Click on each title in the contents table below to take you to the relevant wording.

Introduction to Income Protection	03
Eligibility	04
Why British Friendly	05
Your financial situation	06
Deferred Periods	07
Benefit amount	08
Policy end date	09
Own Occupation cover	10
Benefit period	11
Premium	12
Changing your policy in the future	13
Reducing your benefit	14
Increasing your benefit	15
Other changes to your policy	16
What you are not covered for	17
Fracture Cover	18
Children's Critical Illness Cover	19
Benefits and Tax	20
Standard warnings	21

Introduction to Income Protection

Copy and paste our pre-written paragraphs and edit accordingly.

You recently expressed interest in protecting your income in the event that you become too ill or injured to work. As a result, we discussed the benefits of Income Protection insurance. I've highlighted these for you below:

1. Income Protection pays a weekly or monthly sum to replace some of your lost income if you're unable to work due to an illness or injury. This helps you to continue to pay your financial commitments and living expenses.
2. Income Protection covers physical and mental illnesses and injuries that stop you from working.
3. Income Protection pays a weekly or monthly benefit until you can return to work, or until the end of your chosen benefit period.
4. Income Protection policies let you make a claim each time you are too ill or injured to work.

We then discussed Breathing Space, the Income Protection policy offered by insurance provider British Friendly.

Eligibility

Copy and paste our pre-written paragraphs and edit accordingly.

To apply for an Income Protection policy with British Friendly you must meet certain eligibility criteria. You confirmed that you've been living in the UK for the last two years and have been registered with a UK based GP for the last two years. You confirmed you are employed or self-employed.

Why British Friendly

Copy and paste our pre-written paragraphs and edit accordingly.

British Friendly provides Income Protection insurance and a range of added-value services through their discretionary Mutual Benefits and BF Care programmes.

British Friendly is a mutual Society which means it has no shareholders. It's managed and run solely for the benefit of its members. Founded in 1902, British Friendly have a wealth of experience in serving and supporting their members. They also offer a range of discretionary services through their Mutual Benefits and BF Care programmes. Mutual Benefits provides you and your family access to Symbio, powered by HealthHero. Through this you can access digital healthcare and wellbeing services, including GP appointments, physiotherapy, counselling, second medical opinions and discounted health checks. BF Care offers access to additional financial support during life changing events, with services including Death Benefit, Bereavement Benefit and Care Assistance Benefit.

Your financial situation

Copy and paste our pre-written paragraphs and edit accordingly.

Other insurances

You confirmed that you **<do/do not>** currently have other insurance policies in place, which would provide you with a regular benefit if you were unable to work due to illness or injury. **<for clients who do have other policies>** I've taken these policies into account within my recommendation.

Sick pay (self-employed)

During our discussion you told me that you're self-employed and would have no sick pay in place to cover your income if you had to stop work through illness or injury.

Sick pay (employed)

During our discussion, you told me that your employer would continue to pay your full income for **<X weeks/months>** if you became too ill or injured. Your employer would then continue to pay you a reduced income of **<£X>** for a further **<X weeks/months>**.

Savings

You confirmed that you do have some savings, but don't want to rely on these to cover your bills and other financial commitments, if you were unable to work through illness or injury.

Deferred Periods

Copy and paste our pre-written paragraphs and edit accordingly.

After considering employer sick pay and other alternative sources of income, we discussed the waiting period you should choose on your Breathing Space policy.

I recommended that you choose a deferred period of **< 1 Week/ 4 Weeks/ 8 Weeks/ 13 Weeks / 26 Weeks / 52 Weeks>**. This means that you could claim on your policy after you've been unable to work through illness or injury for **<1 Week /4 Weeks / 8 Weeks/13 Weeks / 26 Weeks / 52 Weeks>** consecutively.

Benefit amount

Copy and paste our pre-written paragraphs and edit accordingly.

Having assessed your monthly financial commitments and outgoings, I have calculated how much benefit you would need. I recommend you take out the Breathing Space policy which provides you with a maximum **<monthly/weekly>** benefit of **<£X>**.

Policy end date

Copy and paste our pre-written paragraphs and edit accordingly.

You told me that you plan to retire at the age of <X> so we chose the same end age for your Income Protection plan.

Own Occupation cover

Copy and paste our pre-written paragraphs and edit accordingly.

Your Breathing Space policy covers you against the financial impact of illness and injury, and not for the illness or injury itself.

We discussed how income protection plans across the market have different “definitions of incapacity”, which is how an illness or injury is assessed when a claim is made. British Friendly offers an “own occupation” definition. This means you’re covered if you’re unable to do the main tasks of your job, and you lose some or all of your income because of this, and you’re not doing any other paid or unpaid work. This compares favourably to other Income Protection plans that employ definitions of incapacity. These can make it harder to make a claim. For example, some policies require you to be unable to work in any occupation as a result of illness or injury, or an occupation that you are deemed to have the suitable skills to perform.

Benefit period

Copy and paste our pre-written paragraphs and edit accordingly.

Having reviewed your financial needs, I recommended you select the <1/2> claim period option. This would pay a regular benefit payment for a set amount of time, for as long as the claim is valid. In the event of a claim, the cover will be payable <for a maximum of 1 year> <for a maximum of 2 years>.

Premium

Copy and paste our pre-written paragraphs and edit accordingly.

The premium quoted by British Friendly is based on your age and the policy options we agreed on. It also assumes that you're accepted on standard rates of premium.

Your Breathing Space policy with British Friendly will be subject to age-costed guaranteed premiums. Age-costed means your premiums start lower and rise as you get older. Guaranteed premiums mean that your policy will increase by a set amount each year.

<The personal illustration I have given you shows the cost over the term of your policy so you can see how the premiums will increase.>.

Waiver of premium is automatically included within your policy. This means you won't pay premiums whilst British Friendly are paying your benefit. This will apply to your premium once your claim has been accepted.

Changing your policy in the future

Copy and paste our pre-written paragraphs and edit accordingly.

Your personal circumstances may change before your policy comes to an end. It's very important that you review your cover regularly, so your income protection continues to meet your needs. If you'd like to make any changes to your policy, please contact me and I'll arrange for these to be made.

Reducing your benefit

Copy and paste our pre-written paragraphs and edit accordingly.

If you need to lower your benefit, you can do so at any time by contacting British Friendly. Your premiums will reduce in line with the reduction in benefit.

Increasing your benefit

Copy and paste our pre-written paragraphs and edit accordingly.

You may have other options if you want to increase your benefit amount. A Guaranteed Insurability Option (GIO) requires no medical information but is specific to certain life events relating to your circumstances. It's also subject to certain limits. These life events include marriage or civil partnership, birth or adoption, new or increased mortgage payments, new or increased rent payments or a rise in salary if you're employed. If none of these apply, you may still be able to increase your benefit amount, but this will require more information from you and a new application in respect of the proposed increase in benefit.

Other changes to your policy

Copy and paste our pre-written paragraphs and edit accordingly.

There are a number of other changes that you can make to your policy such as changing your deferred period or policy end date. British Friendly may need further information to make these changes.

What you are not covered for

Copy and paste our pre-written paragraphs and edit accordingly.

Week 1 deferred periods only

For deferred periods of 1 Week a COVID-19 exclusion is applied. British Friendly will not pay any benefit for the first 4 weeks of any claim if it's directly or indirectly due to COVID-19 (Coronavirus) including any variation. This includes any medical condition either caused by or made worse by the virus.

Deferred periods of 4 weeks or more only

There are no standard exclusions on British Friendly Breathing Space policies for deferred periods of 4 weeks and over.

Please note, your ability to claim may be affected by:

1. Any exclusion added to your policy when you apply, based on pre-existing health conditions.
2. Your place of residency or location if you're outside of the UK when you claim.

We'll discuss how these restrictions could affect you before your policy starts. If you plan to live, or travel outside of the UK, either permanently or for a prolonged period during your policy term, please contact me. I can look into any effect this may have on your cover.

Income Protection does not cover you if you're unable to work due to redundancy, unemployment, or dismissal.

For more information on what you are not covered for, please see the Breathing Space Terms and Conditions.

Fracture Cover

Copy and paste our pre-written paragraphs and edit accordingly.

During our discussion you expressed an interest in adding Fracture Cover to your Breathing Space policy, at an additional cost of £4 per month. Fracture Cover pays a lump sum of up to £6,000 if you make a claim following the fracture of one of the specific bones covered. You can claim on Fracture Cover once per policy year.

Children's Critical Illness Cover

Copy and paste our pre-written paragraphs and edit accordingly.

In our conversation, you were interested in adding Children's Critical Illness Cover to your Breathing Space policy for an extra cost.

It covers all children from birth up to age 18 or age 23 if they're in full time education.

It pays a lump sum if your child is diagnosed with any of the 78 critical illness conditions covered.

You can choose cover from £1,000 up to £25,000. I recommended that you take out **<£ insert cover amount>**.

You can add this cover when you take your policy out or at a later stage following any of 5 life changes including pregnancy, birth of a child, adoption, becoming a step parent, becoming a legal guardian or being granted parental responsibility for a child. You also have the flexibility to adjust your cover amount or remove Children's Critical Illness Cover at any time.

This cover can help pay for any additional medical expenses that arise from caring for a child who is seriously ill so you can focus on the things that matter most.

If you consider adding Children's Critical Illness Cover at a later stage, please get in touch.

Benefits and Tax

Copy and paste our pre-written paragraphs and edit accordingly.

Under current UK legislation, if you pay your premiums from your personal taxable income, British Friendly won't deduct tax or National Insurance from your benefits should they pay a claim.

There is no tax relief on premiums paid in these circumstances. Please note that tax rules could change in the future, so this is not guaranteed.

Standard warnings

Copy and paste our pre-written paragraphs and edit accordingly.

The policy has no cash-in value at any time.

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British Friendly Society Limited is incorporated under the Friendly Societies Act 1992. Registered Office: 45 Bromham Road, Bedford MK40 2AA. Registered No. 392F. It is a member of the Association of Financial Mutuals. British Friendly Society Limited is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority Ref: 110013.

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