

SICK PAY FOR THE SELF-EMPLOYED

Financial adviser use only

If you think being self-employed
shouldn't make getting Income Protection
more difficult for your clients...

...the feeling's mutual



Linda, aged 54

Hairdresser, great outdoors walker
and British Friendly member

**BRITISH
FRIEND:LY**

It feels good to be covered

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Why choose British Friendly?

Simple. There's no point in having Income Protection if it doesn't pay out when your clients need it especially when being self-employed makes it more difficult to get them cover.

We know that being self-employed can be both a lonely and risky business, so give your clients peace of mind knowing that with British Friendly Income Protection is better when we're all in it together.

As a mutual insurer, we manage our risk through reviewable premiums and sharing the load equally amongst our members. That's how we've consistently paid out over 96% of all our IP claims for over 10 years. And that's how we'll continue making high claims payments to our members.

Breathing Space Key Features

- Own occupation covers your client for the job they do
- Pays £125-£250 weekly
- 1, 2 or 5 year claim period
- 1, 4, 8 or 13 week deferred period
- No financial underwriting

Protect Short Term Space Key Features

- Own occupation covers your client for the job they do
- Pays 70% of income
- 1, 2 or 5 year claim period
- 1, 4, 8 or 13 week deferred period

Protect Long Term Space Key Features

- Own occupation covers your client for the job they do
- Pays 70% of income
- Age 70 retirement
- Choice of deferred period (including day 1 cover)

Our products are great for the self-employed - especially new start-ups or specialist trades because we've designed them with flexibility in mind. If your client is concerned about their fluctuating income, getting cover quickly or getting paid regularly - they can rest easy knowing that we have products that don't require proof of income at any stage, cover from day 1 and all claims are paid weekly directly into their bank accounts. Your clients can claim for anything - sickness, injury or accident - as long as it's not a pre-existing medical condition they're covered.

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Self-employed IP Experts

From builders to tv presenters, hairdressers to gardeners, mechanics to cleaners - we're experts when it comes to Income Protection for the self-employed. IP is all we do because we believe it's so important.

And, because it's more complicated to get cover for the self-employed, you can talk directly to key decision makers to help get answers quickly. We know that the self-employed have enough to think about without having to negotiate the complexities of Income Protection and that's why we give the best advisers the best IP products. We will bend over backwards to help your self-employed clients get the cover they need because if they don't get sick pay, then who else will help them cover a proportion of their earnings if they're unable to work?

Our Underwriting Philosophy

Our Underwriting Philosophy stems from our enduring purpose:

A trusted and relevant provider of financial support in times of need

To achieve this we make paying claims our number one priority and this underpins our Underwriting Philosophy.

As a mutual we seek to be inclusive and to offer terms to as wide a population as possible. We will look to offer exclusions or in certain cases loading of premiums to provide cover for as many people as possible.

Our Policyholders are our members and therefore share in the success of the Society. We seek to treat all our members in the same way and for that reason we consider all occupations on an equal basis and, whilst we do take into consideration daily tobacco consumption and any pre-existing health risks such as asthma, chronic bronchitis etc., we do not automatically apply differential premium rates for smokers and non-smokers.

We also believe that the cover for which we underwrite should be of the highest quality and we therefore only do so on an own occupation basis.

Case study

Helen

Age: 40

Occupation: Barber

"My parents took out my policy for me when I was 14 years old. In 2013, I was diagnosed with arthritis in my spine and I was unable to work as a barber. I needed to claim for about 9 months because I needed physiotherapy and I was referred to an osteopath as well as a pain specialist. I was finally able to return to work in September but without my policy, I wouldn't have been able to pay my rent or bills. It put my mind completely at ease and knowing that your income is covered is a great help. It's the best insurance I've ever had, no hassle and they were there to help when I needed it."



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Did you know?

- 90% of people surveyed do not have any insurance in place to protect their income
- 58% said their business would fold immediately if they were unable to work due to their health
- 31% said that knowing insurers will pay claims is at the top of their list when selecting an Income Protection policy
- 15% said they have been off work for 3 months or more due to health reasons

(All figures above are from YouGov Plc. Total sample size was 502 self-employed adults surveyed online between 11-14/4/15.)

- 4.6 million people in the UK were self-employed in 2014, which is 15% of the working population
- the number of 65+ self-employed workers has doubled in 5 years
- the number of women who are self-employed is increasing at a faster rate than men

(Office for National Statistics, August 2014)

“The wide range of products, from the shorter benefit period of 12 months to those lasting until the age of 65 and the options available on Breathing Space which is suited for customers with fluctuating incomes – makes British Friendly one of the best options for self-employed people. The flexibility allows customers to pick and choose the policy that suits their individual requirements .”

Kesh Thukaram
Best Insurance

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