

Why should I sell more Income Protection?

Take a look at the facts...

42.3%  of individuals over 55 had to take a month or longer off work due to incapacity²

     **1 in 6** people aged 55+ have been out of work for at least 6 months at some point in their career due to incapacity²

2 in 5  workers get no more than a month's sick pay²

16%  get no sick pay at all²

Top 5 sickness absences in 2017:

34.5%



minor illnesses³

17.7%



musculoskeletal problems³

7.6%



stress,
depression,
anxiety³

6.5%



gastrointestinal problems³

4.2%



eye, ear,
nose, dental
problems³

Critical Illness Cover is great, but won't often help in these situations.

Sources:

1. ABI Analysis, Office for National Statistics, Department for Environment, Food and Rural Affairs (2016). Living Costs & Food Survey (2014). <https://www.abi.org.uk/globalassets/sitecore/files/documents/publications/public/2017/keyfacts/keyfacts2017.pdf>
2. Drewberry 2017 Protection Survey, <https://www.drewberryinsurance.co.uk/knowledge/research/2017-protection-survey> (poll of 1,820 workers across the UK)

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It feels good to be covered