

If your clients want Income  
Protection that 'does what it says  
on the tin'...

*...the feeling's mutual*

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**Angela, aged 55**  
Manpower Planner, proud Mum  
and British Friendly member

**BRITISH  
FRIENDLY**

It feels good to be covered

# PRODUCT GUIDE

	Long Term Protect	Short Term Protect	Breathing Space
Overview	Long term IP, covers most occupations, up to 70% of annual taxable income (ATI); age-based guaranteed premiums	Short term claim period, covers most occupations, up to 70% of annual taxable income (ATI); aged-based guaranteed premiums	Short term claim period, covers most occupations, not linked to earnings; age-based guaranteed premiums
Definition of incapacity	Own occupation	Own occupation	Own occupation
Minimum policy term	5 years	5 years	5 years
Age at entry	Age 18-64	Age 18-64	Age 18-59
Benefit amount	Benefit must not exceed 70% of annual taxable income (ATI), up to a maximum benefit of £875 a week	Benefit must not exceed 70% of annual taxable income (ATI), up to a maximum benefit of £875 a week	Benefit available from £125 - £250 per week; not linked to earnings
Benefit period per claim	Until retirement	1, 2 or 5 years	1, 2 or 5 years
Retirement	Age 50-70	Age 50-70	Age 50-65
Deferred periods	4, 8, 13, 26 or 52 weeks; no initial qualifying period	4, 8 or 13 weeks; no initial qualifying period	4, 8 or 13 weeks; no initial qualifying period
Flexibility	Increase / decrease, change deferred or benefit period or retirement age, career break	Increase / decrease, change deferred or benefit period or retirement age, career break	Increase / decrease, change deferred or benefit period or retirement age, career break
Proof of income	Required at claim stage	Required at claim stage	Level of income not required
Starting premium based on	Age, deferred period, retirement age, benefit, possible loadings or exclusions depending on underwriting	Age, deferred period, retirement age, benefit, benefit claim period, possible loadings or exclusions depending on underwriting	Age, deferred period, retirement age, benefit, benefit claim period, possible loadings or exclusions depending on underwriting
Premium increases	Index linking if chosen and age	Index linking if chosen and age	Index linking if chosen and age
Indexation	Option - in line with RPI (capped at 10%) or level	Option - in line with RPI (capped at 10%) or level	Option - in line with RPI (capped at 10%) or level
Occupations	One rate for all occupations, list of excluded occupations	One rate for all occupations, list of excluded occupations	One rate for all occupations, list of excluded occupations
Other considerations	Company sick pay, other similar policies, continuing income, state benefits - although not considered in first 12 months of a claim	Company sick pay, other similar policies, continuing income, state benefits - although not considered in first 12 months of a claim	At claim stage we will ask your client for proof that they were working, but we don't take into account the level of income
Waiver of premium	Applied automatically after 28 days of a claim	Applied automatically after 28 days of a claim	Applied automatically after 28 days of a claim

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## Why British Friendly?

**Simple. There's no point in having Income Protection if it doesn't pay out when your clients need it most.**

**At British Friendly, we offer a range of Income Protection cover including one long term and two short term products to suit the individual needs of your clients. Our main motivation is to pay our members claims and provide cover for more people - even those who are typically hard to insure.**

**We've consistently paid out 96% of all our IP claims over the last 14 years and 94% of all claims in 2019.**

**At British Friendly, our number one priority is paying claims and it's our claims performance that underpins how we underwrite all of our applications. Paying claims isn't just a headline promise, but a way our business is organised and operates to deliver and has done for over 100 years.**

**Give your clients peace of mind knowing that with British Friendly, Income Protection is better when we're all in it together.**

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