

# Product Guide

For adviser use only



**BRITISH  
FRIENDLY**

It feels good to be covered

# Product Guide

## Why British Friendly?

At British Friendly, we offer a range of Income Protection cover to suit the individual needs of your clients. Our main motivation is to support our members and provide cover for more people - even those who are typically hard to insure.

Being a member of British Friendly means so much more than just having an Income Protection policy. As a mutual, we believe it's important to support our members in both sickness and in health which is why we also provide access to our discretionary Mutual Benefits and BF Care programmes for all insured members at no extra cost.

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



# Product Guide

This Product Guide highlights the range of Income Protection cover we provide to suit the individual needs of your clients. It doesn't contain the full terms and conditions, but the Terms and Conditions documents do which can be found on our website [here](#).

	Protect	Breathing Space
Overview	Protect is our traditional Income Protection product. It is available on either a long term basis or with a choice of limited benefit terms which provide a more affordable option for clients who need cover for shorter claim periods or are on a limited budget.	Breathing Space has no financial underwriting at application stage so is particularly suitable for those with irregular income such as the self-employed and gig economy workers.
Premium options	Level guaranteed or age-costed guaranteed premiums	Age-costed guaranteed premiums
Definition of incapacity	Own occupation	Own occupation
Minimum policy term	5 years	5 years
Age at entry	Age 18-59	Age 18-64
Benefit amount	Up to a maximum of £4,750 per month (or £57,000 per year) based on up to 65% of the first £60,000 of your client's yearly income before tax and then 45% up to a maximum of £100,000	Benefit available from £541-£1,250 per month (£6,500-£15,000 per year); not linked to earnings
Benefit period per claim	Until policy end age or 1, 2 or 5 years	1, 2 or 5 years
Policy end age	Age 50-70	Age 50-70
Deferred periods	Day 1* (age-costed guaranteed premiums until policy end age only) or 1 week* (age-costed guaranteed premiums only) or 4, 8, 13, 26 or 52 weeks	1*, 4, 8, 13, 26 or 52 weeks
Flexibility	Increase/decrease to deferred period, benefit period, benefit amount or policy end date; premium holiday option; guaranteed insurability options; occupation promise; mortgage payment option; benefit guarantee up to £1,500; sick pay protection for teachers and NHS doctors, surgeons, nurses, midwives and dentists**	Increase/decrease to deferred period, benefit period, benefit amount or policy end date; premium holiday option; guaranteed insurability options; occupation promise; mortgage payment option
Proof of income	Required at claim stage	Level of income not required
Premium based on	Deferred period, policy end date, benefit amount, age, costs of administration, underwriting, claims, selling expenses, the premium option chosen and their current health, lifestyle and medical history, commission and fees for any medical information that we may request, smoker status (level guaranteed premiums only) and occupation (level guaranteed premiums only)	Age, deferred period, policy end date, benefit amount, costs of administration, underwriting, claims, selling expenses, current health and medical history, commission and fees for any medical information that we may request
Premium increases	By RPI if increasing cover is chosen (applies to both premium options) and age (age-costed guaranteed premiums only) ; If increasing cover is chosen for level guaranteed premiums, the increase in premium is based on RPI multiplied by 1.5	Age related and by RPI if indexation chosen
Cover basis	Level or RPI increasing	Level or RPI increasing
Occupations	Full list of accepted and declined occupations can be found in our Occupation Guide on our Adviser Toolkit at <a href="#">advisers.britishfriendly.com</a>	One rate for all occupations; full list of accepted and declined occupations can be found in our Occupation Guide on our Adviser Toolkit at <a href="#">advisers.britishfriendly.com</a>
Other considerations	Company sick pay, other similar policies, continuing income	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 during payment of claim at no extra cost	Applied automatically during payment of claim at no extra cost
Value-added services	Access to discretionary Mutual Benefits and BF Care programmes at no extra cost	Access to discretionary Mutual Benefits and BF Care programmes at no extra cost

\*If your client's deferred period is either day 1 or 1 week then no benefit shall be payable under this policy for any illness or disability directly or indirectly due to COVID-19 (Coronavirus) including any variation. This also includes any medical condition either caused by or made worse by the virus.

\*\*Sick pay protection is only available if a 52 week deferred period is chosen.

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