## When it comes to short term Income Protection, we tick all the boxes...

Comparison of Limited Benefit Term Income Protection Policies										
Provider	Product	1, 2 and 5 Year Benefit Option	Free Bereavement Benefit Payment	Virtual GP Consultations	Free Care Assistance Benefit	Free Death Benefit	Second Medical Opinion Service	Health & Wellbeing Services Included	No Standard Exclusions	Premium Discounted when Elements of Cover Excluded
British Friendly	Breathing Space	Ü	Ü	Ü	Ü	Ü	Ü	Ü	Ü	Ü
British Friendly	Short Term Protect	Ü	Ü	Ü	Ü	Ü	Ü	Ü	ü	Ü
Holloway Friendly	Short Term Income Protection	1 & 2 year only	×	Х	×	Х	Х	Ü	1 exclusion	Ü
LV=	Personal Sick Pay	2 year only	×	Ü	X	Х	Ü	Ü	Ü	X
Shepherds Friendly Society	Income Protection Plan	2 year only	×	Х	X	Х	X	×	7 exclusions	X
The Exeter	Pure Protection Plus	2 & 5 year only	X	ü	X	X	X	Ü	ü	X

Sources: Defagto Matrix, data effective as of 1st November 2018 and individual provider literature.



It feels good to be covered

# **Key Selling Points**

## **Breathing Space**

#### Who is this product designed for?

Breathing Space is for clients who may struggle to prove the level of their income in the event of a claim such as self-employed, casual or part time workers or people with irregular income.

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

### Short Term Protect

#### Who is this product designed for?

Short Term Protect is a more affordable option for clients who need cover for shorter claim periods or are on a limited budget. Because our premiums aren't based on your clients' occupation it will provide a lower initial premium to clients who work in manual jobs.

- **Pays** 70% of annual taxable income
- Cover up to age 70
- 1, 2 or 5 year claim period options
- 1, 4, 8 or 13 week deferred period options
- No standard exclusions
- Own occupation covers your client for the job they do

### Mutual Benefits

Our exclusive discretionary loyalty programme for British Friendly members at <u>no extra cost!</u>

- Access to High Street Discounts, helping you save up to £250 a year on your shopping bills
- Automatic entry into quarterly prize draws worth £1,000
- Access to 1,000 exclusive instore and online retail discounts alongsided tailored wellbeing tips through LifeWorks
- Health MOTs
- Up to 35% off Fitbit devices
- Access to GP consultations, medical 2nd opinion service, physiotherapy and counselling
- Create multiple Power of Attorneys online at no extra cost
- Create multiple Wills online at no extra cost
- Health Cash Plan from only £2 per week provided by Health Shield
- Access to car and van leasing deals provided by the Tilsun Group
- 20% off Staysure Travel Insurance
- Access to up to 75% off on over 400,000 hotels worldwide through Hotelogical

#### Bf Care

Our discretionary benefits available to all insured members and automatically included as part of their policy at <u>no extra cost!</u>

- Care Assistance Benefit
- Death Benefit
- Bereavement Benefit
- Terminal Illness Benefit
- Recovery Support Benefit

