

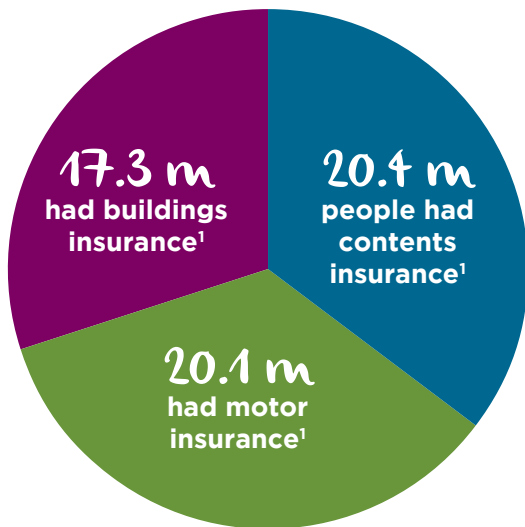
# Why should I sell more Income Protection?

**Income Protection pays your clients a regular income when they are unable to do their job because of sickness or injury.**

We believe Income Protection is the most valuable protection insurance because it protects your client's earnings when they're unable to work so they can still look after themselves, their family and their lifestyle.

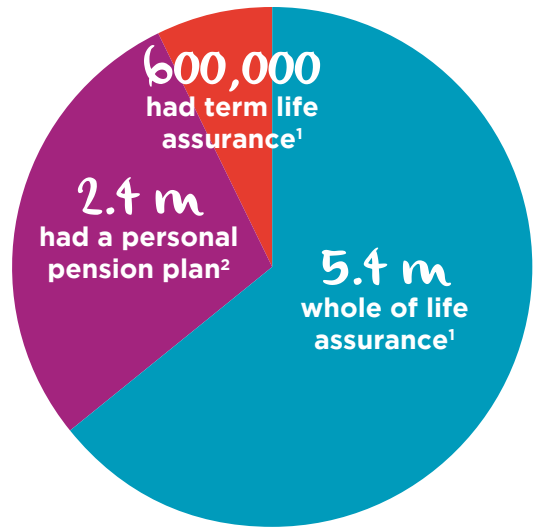
## Did you know...

**Top 3 things people insure in the UK:**



VS.

**Top 3 protection and savings insurances in the UK:**



**Income Protection doesn't even make it in the top 3 since only 300,000 people had IP cover.<sup>1</sup>**

#### 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>

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It feels good to be covered