The Zurich Relevant Life product has been designed to be suitable for employers, usually a small business, to provide tax efficient life cover for individual employees. It offers financial protection for the employee’s spouse, partner or dependants, paying out a cash lump sum if the employee dies or is diagnosed with a terminal illness during the policy’s term.

As examples, it could be suitable for employers who:

- Have a small business without enough employees to set up a group life scheme.
- Want to provide death-in-service benefits to their employees that exceed those payable under the main company scheme.
- Have employees that have substantial pension funds and don’t want their death-in-service benefits to form part of their pension lifetime allowance, or for premiums to impact their protection from the lifetime allowance.

Zurich Relevant Life may not be suitable for:

- Employers who have a suitable group life cover arrangement for their employees.
- Employers who already offer suitable death-in-service benefits for their employees.
- Temporary employees or contractors.

**Cover type**

- **Level cover** will typically be suitable where the protection needs of the employee remain stable.
- **Increasing cover** will typically be suitable where the employee wishes for the cover to keep pace with inflation or keep pace with the employee’s salary.
- **Decreasing cover** will typically be suitable where the employees have a mortgage or loan to repay, where the debt is decreasing over time and the employee wishes to ensure any outstanding amount will be cleared on death.

**Distribution strategy**

Zurich Relevant Life has been designed for employers who value the help of an insurance intermediary. We expect this product to be sold through an intermediated distribution strategy.