ZURICH

Protection Pathways

Kate

Kate's scenario:

Kate is 35, a widow, and has two daughters aged 11 and 14. She is self-employed and works as a HR Consultant for a local finance company, earning £30,000 each year.

Two years ago, Kate's husband, Jack, was diagnosed with cancer and sadly passed away within a year. Jack didn't have any personal protection to help Kate or their daughters, but his employer did provide a £200,000 death in service payment. Following what they experienced first-hand with Jack, Kate is concerned about the impacts of serious conditions for her and her daughters and the ability to access the best treatment quickly.

Kate has a repayment mortgage and used most of Jack's death in service payment to reduce the outstanding balance to a manageable amount. She also extended the term slightly, leaving £100,000 to pay over 25 years. Her monthly mortgage payment is now £600.

Most of Kate's remaining income goes towards bills, food and supporting her daughters. She has savings of around £5,000.

If anything happens to Kate, her sister, who has a daughter of her own, is named as the guardian for Kate's daughters.

Understanding Kate's needs

Kate's primary need is to ensure she receives a replacement income if she was unable to work. She would need payments to start within a couple of months.

She has a need to make sure her mortgage debt would be cleared in the event she was to die. On top of that, she wants her sister to have enough money to support her daughters until they're old enough to manage financially on their own.

Kate also has a need to protect against life changing illnesses that may require treatment and significantly impact on her and her daughter's lives. Additionally, if either of of her daughters became seriously ill, she would also need some additional financial support.

There may well be other products or options that suit Kate but until you understand her full individual circumstances you can't determine that at this point.

Protection Pathways

Kate

Here's what Kate's solution could look like:

Income Protection	
Term to age 68	
8-week deferred period	
Full term benefit period	
£1,625 each month, linked to RPI	
Plus: Zurich Accelerate	
Cost	**£48.41**

Accelerate also covers children up to their 22nd birthday

Life Cover	
25-year term	
£100,000 sum assured decreasing at 6%	
Waiver of Premium included	
Plus: £15,000 Children's Cover	
Cost	**£6.08**

Choose any children's sum assured between £10,000 and £100,000 to match your customer's needs and budget

Family Income Cover - Life Cover	
10-year term	
£1,000 each month, increasing at RPI	
Waiver of Premium included	
Cost	**£5.86**

Total Cost Including multi-policy fee discounts of 3 x £1.25	**£56.60**

Prices accurate of 5th August 2025

Options Kate might want to consider in the future*:

- Critical Illness Cover if she requires an additional sum of money in the event of suffering a serious illness
- Consider upgrading to Children's Enhanced Cover

*eligibility criteria to be met