

Reasons why paragraphs

Business Protection

To help you explain the reasons for recommending a Zurich product we've created various paragraphs that describe Zurich and the features and benefits of our products.

Click on the links below to quickly access the relevant paragraphs for your recommendation.

- ▶ Why Zurich and lives covered
- ▶ Life Cover solutions
- ▶ Life Cover and Critical Illness solutions
- ▶ Critical Illness Cover solutions
- ▶ Optional benefits
- ▶ Flexibility and additional support



Why Zurich and lives covered

Why Zurich?

We agreed that confidence in whoever is going to provide your protection solution is important to you. With this in mind, I'm able to provide some background information about Zurich which reflects their standing in the market. Zurich Protection provides you with a range of ways to protect yourself, your family or your business against the financial impact of death, critical illness or loss of income through illness or injury. Zurich have built their products in a way that lets you choose the level of protection you need and change it when your life changes.

Zurich Assurance Ltd is part of the Zurich Group. Zurich is a leading multi-line insurer that serves its customers in global and local markets. With about 56,000 employees, it provides a wide range of property and casualty, life insurance products and services in more than 210 countries and territories. Zurich's customers include individuals, small businesses, and mid-sized and large companies, as well as multinational corporations.

Single life

Pays a lump sum following the <death / terminal illness diagnosis / critical illness diagnosis> of the life covered under the policy.

Joint life first event

Pays a lump sum following the <death / terminal illness diagnosis / critical illness diagnosis> of one of the two lives covered under the policy.

Life Cover solutions

Business Protection - Life Cover level

From our discussion I recommend you take out level Life Cover of £<insert level of Life Cover> for <insert number of years / to age> with Zurich, who will pay this amount as a lump sum if <your employee / name of life assured> dies during the policy's term. It'll also pay out if they are diagnosed with a terminal illness, as defined in the policy terms and conditions.

Business Protection - Life Cover increasing

From our discussion I recommend you take out increasing Life Cover of £<insert level of Life Cover> for <insert number of years / to age> increasing at a rate of <3%, 5%, in line with RPI> with Zurich. Your cover amount, at the point of claim, will be paid as a lump sum if <your employee / name of life assured> dies during the policy's term. It'll also pay out if they are diagnosed with a terminal illness, as defined in the policy terms and conditions.

Increasing cover helps to counter against the impact of inflation on the cover amount. Each year, the cover will increase without the need for <your employee / name of life assured> to provide further medical evidence. Premiums will increase each year by 1.5% for each 1% increase in cover so that Zurich can provide the increased benefit.

You can decline the annual increase but if you decline it three times, increasing cover will be removed from your policy.

Business Protection – Life Cover decreasing

From our discussion I recommend you take out decreasing Life Cover of £<insert level of Life Cover> for <insert number of years / to age> with Zurich. Your cover amount will reduce each month in line with the capital outstanding on a repayment business loan with an interest rate of <2%, 4%, 6%, 8%, 10%, 12%, 14%, 16%, 18%>. Your cover amount, at the point of claim, will be paid as a lump sum if <your employee / name of life assured> dies during the policy's term. It'll also pay out if they are diagnosed with a terminal illness, as defined in the policy terms and conditions.

Life Cover and Critical Illness solutions

Business Protection – Life Cover and Critical Illness level

From our discussion I recommend you take out level Life Cover and Critical Illness of £<insert level of Life Cover and Critical Illness> for <insert number of years / to age> with Zurich. Your cover amount will be paid as a lump sum if <your employee / name of life assured> dies during the policy's term or meets Zurich's definition for one of 39 critical illnesses.

Zurich would also pay an additional payment of 25% of your cover amount, up to a maximum of £25,000, if <your employee / name of life assured> is diagnosed with one of two additional payment conditions during the policy's term.

Any benefit paid under additional payments will not affect the main cover amount on your policy.

Of the 41 conditions covered, seven benefit from advanced payments where the cover amount is paid as soon as <your employee / name of life assured> is placed on an NHS waiting list for surgery.

Business Protection – Life Cover and Critical Illness increasing

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Business Protection – Life Cover and Critical Illness decreasing

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Of the 41 conditions covered, seven benefit from advanced payments where the cover amount is paid as soon as <your employee / name of life assured> is placed on an NHS waiting list for surgery.

Business Protection – Life Cover and Critical Illness Select level

From our discussion I recommend you take out level Life Cover and Critical Illness Select of £<insert level of Life Cover and Critical Illness Select> for <insert number of years / to age> with Zurich. Your cover amount will be paid as a lump sum if <your employee / name of life assured> dies during the policy's term or meets Zurich's definition for one of 49 critical illnesses.

Zurich would also pay an additional payment of 25% of your cover amount, up to a maximum of £25,000, if <your employee / name of life assured> is diagnosed with one of 32 additional payment conditions during the policy's term. It also includes a payment of £5,000 for five specified pregnancy complications.

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Of the 81 conditions covered, ten benefit from advanced payments where the cover amount is paid as soon as <your employee / name of life assured> is placed on an NHS waiting list for surgery. A further ten are eligible for uplifted payments if <your employee / name of life assured> is diagnosed under the age of 50.

Business Protection – Life Cover and Critical Illness Select increasing

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of £25,000, if **<your employee / name of life assured>** is diagnosed with one of 32 additional payment conditions during the policy's term. It also includes a payment of £5,000 for five specified pregnancy complications.

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Business Protection – Life Cover and Critical Illness Select decreasing

From our discussion I recommend you take out decreasing Life Cover and Critical Illness Select of £**<insert level of Life Cover and Critical Illness Select>** for **<insert number of years / to age>** with Zurich. Your cover amount will reduce each month in line with the capital outstanding on a repayment business loan with an interest rate of **<2%,4%,6%,8%,10%,12%,14%,16%,18%>**. Your cover amount, at the point of claim, will be paid as a lump sum if **<your employee / name of life assured>** dies during the policy's term or meets Zurich's definition for one of 49 critical illnesses.

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Critical Illness Cover solutions

Business Protection – Critical Illness Cover level

From our discussion I recommend you take out level Critical Illness Cover of £<insert level of Critical Illness Cover> for <insert number of years / to age> with Zurich. Your cover amount will be paid as a lump sum if <your employee / name of life assured> meets Zurich's definition for one of 39 critical illnesses during the policy's term.

Zurich would also pay an additional payment of 25% of your cover amount, up to a maximum of £25,000, if <your employee / name of life assured> is diagnosed with one of two additional payment conditions during the policy's term.

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Business Protection – Critical Illness Cover increasing

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Business Protection – Critical Illness Cover decreasing

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Business Protection – Critical Illness Cover Select level

From our discussion I recommend you take out level Critical Illness Cover Select of £<insert level of Critical Illness Cover Select> for <insert number of years / to age> with Zurich. Your cover amount will be paid as a lump sum if <your employee / name of life assured> meets Zurich's definition for one of 49 critical illnesses during the policy's term.

Zurich would also pay an additional payment of 25% of your cover amount, up to a maximum of £25,000, if <your employee / name of life assured> is diagnosed with one of 32 additional payment conditions during the policy's term. It also includes a payment of £5,000 for five specified pregnancy complications.

Any benefit paid under additional payments will not affect the main cover amount on your policy.

Of the 81 conditions covered, ten benefit from advanced payments where the cover amount is paid as soon as <your employee / name of life assured> is placed on an NHS waiting list for surgery. A further ten are eligible for uplifted payments if <your employee / name of life assured> is diagnosed under the age of 50.

Business Protection – Critical Illness Cover Select increasing

From our discussion I recommend you take out increasing Critical Illness Cover Select of £<insert level of Critical Illness Cover Select> for <insert number of years / to age> increasing at a rate of <3%, 5%, in line with RPI> with Zurich. Your cover amount, at the point of claim, will be paid as a lump sum if <your employee / name of life assured> meets Zurich's definition for one of 49 critical illnesses during the policy's term.

Zurich would also pay an additional payment of 25% of your cover amount, up to a maximum of £25,000, if <your employee / name of life assured> is diagnosed with one of 32 additional

payment conditions during the policy's term. It also includes a payment of £5,000 for five specified pregnancy complications.

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You can decline the annual increase but if you decline it three times, increasing cover will be removed from your policy.

Business Protection – Critical Illness Cover Select decreasing

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Of the 81 conditions covered, ten benefit from advanced payments where the cover amount is paid as soon as <your employee / name of life assured> is placed on an NHS waiting list for surgery. A further ten are eligible for uplifted payments if <your employee / name of life assured> is diagnosed under the age of 50.

Optional benefits

Business Protection – Children's Benefit

You should add Children's Benefit to your <Life Cover and Critical Illness / Critical Illness Cover> policy. Zurich would pay a lump sum if any of <your employee / name of life assured> children are diagnosed with one of 39 of their critical illness conditions.

It would also pay an additional payment on one of two additional payment conditions during the policy's term.

<your employee / name of life assured> children would be covered from birth to their 22nd birthday, with the ability to take out a policy of their own of up to £25,000 of cover after their 16th birthday without having to answer any questions about their health or personal circumstances. Zurich define a child as natural children, legally adopted children, any children under the life assured's legal guardianship and/or any future children of the life assured or their partner.

The benefits paid for children are:

- 50% of your cover amount up to a maximum of £25,000 for full payment conditions
- 25% of your cover amount up to a maximum of £25,000 for additional payment conditions
- £5,000 for the death of a child (cover from 30 days old to their 22nd birthday)

Any benefit paid under Children's Benefit will not affect the main cover amount on your policy.

Children's Benefit can be removed or added back on to your policy at any point during the policy term. This helps to ensure you only pay for this benefit when <your employee / name of life assured> children are within the qualifying ages for a claim.

Business Protection – Enhanced Children's Benefit

You should add Enhanced Children's Benefit to your <Life Cover and Critical Illness Select / Critical Illness Cover Select> policy. Zurich would pay a lump sum if any of <your employee / name of life assured> children are diagnosed with one of 49 of their critical illness conditions.

It would also pay an additional payment on one of 32 additional payment conditions during the policy's term. In addition, they would be covered for six child specific conditions including cerebral palsy and cystic fibrosis.

<your employee / name of life assured> children would be covered from birth to their 22nd birthday, with the ability to take out a policy of their own of up to £25,000 of cover after their 16th birthday without having to answer any questions about their health or personal circumstances. Zurich define a child as natural children, legally adopted children, any children under the life assured's legal guardianship and/or any future children of the life assured or their partner.

The benefits paid for children are:

- 50% of your cover amount up to a maximum of £25,000 for full payment conditions, including child specific conditions
- 25% of your cover amount up to a maximum of £25,000 for additional payment conditions
- £5,000 for the death of a child (cover from birth to their 22nd birthday including stillbirth where a child dies on or after the 24th week of pregnancy)

The Enhanced Children's Benefit amount would be doubled up to a maximum of £50,000 if they are diagnosed with cancer (excluding less advanced cases) or require overseas treatment for any of the covered conditions.

Any benefit paid under Enhanced Children's Benefit will not affect the main cover amount on your policy.

Enhanced Children's Benefit can be removed or added back on to your policy at any point during the policy term. This helps to ensure you only pay for this benefit when **<your employee / name of life assured>** children are within the qualifying ages for a claim.

Business Protection – Total Permanent Disability

You should add Total Permanent Disability to your policy. With this benefit Zurich will pay your cover amount if **<your employee / name of life assured>** can't **<do their current job ever again / perform at least three of six work tasks ever again>** **<up to the day before their 71st birthday / before the end of the policy term>**.

Business Protection – Waiver of Premium

You should add Waiver of Premium to your policy. With this benefit Zurich will pay the premiums on your policy if **<your employee / name of life assured>** is too ill or injured to work for more than six months and they can't perform their current job. This benefit will end **<the day before their 70th birthday / at the end of your policy term>**.

Business Protection - Conversion Option

You should add the Conversion Option to your policy. This will allow you to convert your policy to a Zurich Whole of Life policy without **<your employee / name of life assured>** needing to answer any questions about their health or personal circumstances.

Buisness Protection – Renewal Option

You should add the Renewal Option to your policy. This will allow you to extend your current policy with the same terms when your cover ends without **<your employee / name of life assured>** needing to answer any questions about their health or personal circumstances.

Flexibility and additional support

Flexibility

As we discussed, it's important that your protection fits in well with the needs of your business. Zurich have built their products in a way that lets you choose the level of cover you want and change it when your business needs change. So, where they can, Zurich have made it possible for you to add or remove benefits and change your cover amount without <your employee / name of life assured> having to answer questions about their health, or changes in their personal circumstances. Your terms and conditions, along with your policy schedule, will confirm all the options available to you.

Additional support

With a Zurich policy, <your employee / name of life assured> will have access to Zurich Support Services, an independent team of counsellors, advisers and legal experts. They offer support in the following ways:

- Free and confidential health and wellbeing service
- Impartial help and support on a wide range of issues
- An independent service provided by Zurich's partner, Workplace Options
- Up to six sessions of professional counselling
- Not just available at claims stage – they can be used throughout the lifetime of the policy
- Available to <your employee / name of life assured> and their family with no limit on queries or issues.

Zurich Support Services is available to <your employee / name of life assured> and their family, 24 hours a day 365 days a year and can be used from the moment you take the policy out.

For financial advisers only – not for use with your clients.

Zurich Assurance Ltd.
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