

Reasons why paragraphs

Business Whole of Life

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
- ▶ Business Whole of Life 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 or terminal illness diagnosis of the life covered under the policy.

Joint life first event

Pays a lump sum following the death or terminal illness diagnosis of one of the two lives covered under the policy.

Business Whole of Life solutions

Business Whole of Life - Level

From our discussion I recommend you take out level Business Whole of Life cover of £<insert level of Business Whole of Life cover> with Zurich. The policy has no upper age limit, it protects <your employee / name of life assured> for the whole of their life and pays out when they die or they are diagnosed with a terminal illness, as defined in the policy terms and conditions.

Business Whole of Life - Increasing

From our discussion I recommend you take out increasing Business Whole of Life cover of £<insert level of Business Whole of Life cover> increasing at a rate of <3%, 5%, in line with RPI> with Zurich. The policy has no upper age limit, it protects <your employee / name of life assured> for the whole of their life and pays out when they die or 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 2% 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.

Optional benefits

Business Whole of Life - Waiver of Premium

You should add Waiver of Premium to your Business Whole of Life 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 **<your employee / name of life assured>** 70th birthday.

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 increase your cover amount without **<your employee / name of life assured>** having to answer questions about their health or changes in their personal circumstances. You can also remove any additional benefits you've selected at a later date. Your terms and conditions, along with your policy schedule, will confirm all the options available.

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 use it 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.
Registered in England and Wales under company number 02456671.
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LIFKAC142 (6/23) ZUR

