

Mortgage / Loan Term Assurance Demands & Needs Recommendation

Remember, more than one matrix code may be appropriate from each section. If separate life and critical illness has been provided on separate benefit levels please ensure you make the information on this form clear for the person producing the letter.

Having taken into consideration your current personal life protection policies I have recommended the following to protect your mortgage / loan* in the event of your death / critical illness*:
(*delete as appropriate)

Type of Cover

- IA** A level benefit has been recommended. Despite your mortgage / loan being on a repayment basis, you have advised me that in the event of your death / critical illness, you require additional benefits for family protection
 - IB** A level benefit has been recommended as your mortgage / loan is on an interest only basis.
 - IC** A decreasing benefit has been recommended as your mortgage / loan is on a repayment basis.
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Basis of Cover

- 2A** I have recommended a joint life policy as you want the benefits to be paid to either of you in the event of a claim.
 - 2B** I have recommended separate policies to ensure continuing cover for the remaining spouse in the event of a claim.
 - 2C** Cover for your partner has not been recommended as they do not wish to be covered at this time.
 - 2D** I have recommended separate policies because additional cover has been provided for a small increase in premium which you confirmed was affordable.
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Term Length

- 3A** The policy term of is in line with the length of your mortgage / loan.
 - 3B** The policy term of is shorter than your mortgage term, but it is the maximum available.
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Benefit Level

- 4A** The amount of cover is sufficient to cover your outstanding mortgage / loan only.
 - 4B** Whilst the amount of cover is not in line with that required, it was the maximum available for the premium you said that you could afford. You are aware that you may have a shortfall in the event of a claim to repay your mortgage.
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Premium Rate

- 5A** The policy premium is guaranteed as you do not want the premiums to increase due to future market conditions.
 - 5B** The policy premiums are reviewable as you wanted the lowest cost available at outset. I have made you aware of the reviews applicable which are also explained in your Key Features Policy Document.
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Benefit Proposed

- 6A** Life cover has been provided to ensure that on your death, your PARTNER* and DEPENDANTS* have funds to pay the outstanding mortgage / loan. **(delete as applicable)*
 - 6B** Critical Illness cover has been provided as you said you would want your mortgage / loan paid off on diagnosis of a specified critical illness.
 - 6C** Life or earlier critical illness has been provided as you only require the policy to pay out in either event and this is more affordable than separate life and critical illness plans.
 - 6D** Separate life cover and critical illness cover has been provided as you would like the possibility of continuing life cover should a claim be paid on the critical illness policy.
 - 6E** Although you are currently single with no dependants we would recommend other forms of cover to protect your mortgage / loan. However you advised me it was more important to have life cover to repay your mortgage / loan on your death to leave your property unencumbered to your family.
 - 6F** Having discussed the benefits of critical illness cover you declined this type of policy because you felt you could rely on other available funds to provide for unexpected costs on the diagnosis of a critical illness.
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Waiver of Premium

- 7A** Waiver of premium has been added to the plan to ensure that, as long as the policy's terms and conditions are met, the monthly policy premiums are maintained if you are unable to work due to accident or illness.
 - 7B** After showing you the cost and benefits of waiver of premium you have declined this additional benefit and are confident you could maintain the policy payments if you are unable to work due to accident or illness.
 - 7C** Waiver of premium was declined by the provider due to your age or occupation.
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Provider

- 8A** has been recommended because they provided the recommended benefits at the lowest cost of the providers available, which was important to you.
- 8B** has been recommended because, although they weren't the lowest cost option, they provided the best benefits of the providers available, which was important to you.
- 8C** You declined my recommendation of who provided the lowest cost option/ best benefits and chose because:

Existing Cover

- 9A** As you have informed me you intend to cancel this, I have advised you to keep this in place until the new policy is in force. I have not advised you as to the suitability of your current policy provider's benefits.
- 9B** As you have advised me that you intend to keep your existing policy, this was taken into consideration when calculating the new benefit levels.
- 9C** No existing plans have been disclosed so I have not been able to take them into consideration when calculating benefit levels.

Non Disclosure (mark all that are appropriate)

- 10** As you did not want to provide me with:
 - A** partner..
 - B** dependants...

...details I have not been able to take them into account and this may have affected the recommendations I have made.

Free Text

Use this area to print anything else that may be relevant to this sale which should be noted in the customers welcome letter i.e. if a medical condition has been raised and discussed it should be noted here!

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Unemployment Cover Demands & Needs Recommendation

You have advised me that you wish to protect your mortgage payments in the event of you being made unemployed.

1 To meet your requirements I have recommended a single plan to provide £..... income per annum, payable monthly in the event of unemployment to maintain your mortgage payments. The term of the plan is years.

2 To provide this policy a mandatory £25,000 life cover must be included. This is provided on a decreasing/level/increasing term basis for years.

3a The term of years for unemployment cover has been recommended as it matches your mortgage term.

3b The term of years for unemployment cover has been recommended as it is based on premiums that are affordable to you.

3c The term of years for unemployment cover has been recommended as it is the maximum based on your retirement age.

4a The unemployment benefit is payable for a period of weeks after you have been unemployed for weeks.

I explained that at point of claim if you no longer have a mortgage the benefits would not be paid by the insurer.