

# Legal & General enhances its Intermediary Income Protection offering and improves IP pricing

---

- *Legal & General's Income Protection product now offers additional flexibility in the event of a claim for NHS doctors, nurses and surgeons*
- *Legal & General have also improved pricing across all occupation classes to offer Intermediaries an enhanced Income Protection proposition*

Legal & General has today announced an update to its Income Protection Benefit plan (IPB) available through Intermediaries, to enhance the support they are offering to customers when they need to make a claim. This includes greater flexibility for NHS doctors, nurses and surgeons, and more competitive pricing across all occupation classes - including customers in light and heavy manual labour jobs.

NHS doctors, nurses and surgeons have a different sick pay structure within the first 5 years of service and often traditional IP products cannot offer the flexibility needed to support this. Legal & General's offers the solution by adapting the payment stages to help ensure these key workers receive their monthly benefit when they need it.

The update comes as the FTSE 100 insurer seeks to review the level of cover available and introduce new initiatives to further enhance Legal & General's Intermediary product offering. Legal & General wants to raise awareness among brokers of the need to discuss IP with customers, following the latest Mintel report revealing only 10% of UK adults have some form of IP.\*

This announcement is part of Legal & General's commitment in the Income Protection market and follows the launch of a rehabilitation support service and the introduction of a two-year benefit term.

The Rehabilitation service, which is available at no additional cost, offers qualifying claimants access to a specialist team of rehabilitation professionals. The service is designed to help customers with a structured return to work programme without the need for waiting for their deferred period to start.

The new IP offering will be available to Legal & General customers, via Intermediaries, from July 2018.

## **Craig Brown, Director, Legal & General Intermediary, comments:**

"We are always listening to Intermediaries to find new ways of developing our products and help close the protection gap, whilst providing the highest level of support to our partners. Intermediaries are invaluable to our business and following feedback for greater pricing and support for NHS workers, we have added these benefits to our current income protection offering."

...ends...

\*Intel Report, UK Income Protection (February 2018), p5

## FURTHER INFORMATION (JOURNALISTS ONLY)

Nick Seymour  
020 7440 8670

[landg@rostrum.agency](mailto:landg@rostrum.agency)

Alyson Bowcott  
PR Manager  
07764 582574  
[alyson.bowcott@landg.com](mailto:alyson.bowcott@landg.com)

## NOTES TO EDITORS

The information contained in this press release is intended solely for journalists and should not be relied upon by private investors or any other persons to make financial decisions.

The Legal & General Group, established in 1836, is one of the UK's leading financial services companies. As at 31 December 2017, we had over 9.5 million customers in the UK for our life assurance, pensions, investments and general insurance plans.

Legal & General Partnership Services Limited. Registered in England and Wales No. 5045000. Authorised and regulated by the Financial Conduct Authority.

Legal & General Assurance Society Limited. Registered in England and Wales No. 166055. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Registered office for both firms: One Coleman Street, London EC2R 5AA.

