Protect your client's pension with

Income Protection

A well-funded pension relies on two key elements: choosing the right pension plan and making sufficient contributions.

If your client isn't able to contribute enough throughout their career, their pension won't have the opportunity to grow. **This is why today's income lays the foundation for tomorrow's pension**.

Income Protection pays an income if your client is unable to work. This helps your client pay for essential expenses, such as mortgage payments, rent, electricity, food, **and the ability to continue saving for their retirement**.

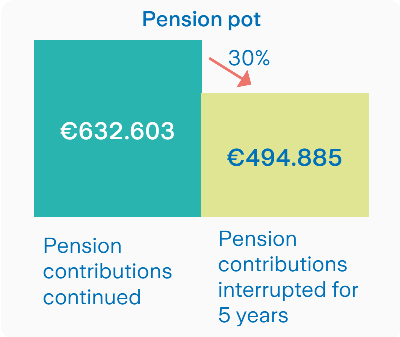
Case Study

Daniel (40)[1] is a self-employed management consultant with a monthly income of €8,000 before taxes. He wishes to retire at 65 and transfers €800 (10% of his monthly income before taxes) into his Personal Retirement Savings Account.

When Daniel is 45, he becomes ill and is unable to work for five years. Without sufficient Income Protection in place, Daniel has to live on a much smaller budget and pauses his pension contributions. Over the course of five years, he will have missed €59,085 in pension contributions (allowing for a 3% indexation in contributions).

If you also consider the tax-free investment growth these contributions could have generated, the missed opportunity becomes even greater.

Assuming an average annual return of 6% with an annual management charge of 1%, the impact on his pension pot is €137,718, resulting in a final pension fund almost 30% lower by the time he reaches the normal retirement age of 65.



Solutions

Option 1 - Personal Income Protection
Daniel can protect his current and future income by taking out Personal Income Protection. With an annual income of €96,000, he can get cover up to €72,000.

As a non-smoker in occupational class 1 with a planned retirement age of 65 and a deferred period of 26 weeks, an annual income benefit of €72,000, with benefit escalation, would cost him a gross monthly premium of €181.28, which for a higher rate taxpayer, would result in a net monthly premium of only €108.77.[2] Having Income Protection can support Daniel to continue his pension contributions, thereby reducing a potential pension gap.

Option 2 - Executive Income Protection
If Daniel is a Company Director, his company can take out Executive Income Protection, in which case the company will pay the premium, which qualifies as a business expense that can be offset against corporation tax. An additional advantage is that with Executive Income Protection, he can cover the employer pension contributions providing even greater protection for Daniel's present and future finances.

In this case an Executive Income Protection plan, with an annual Income Benefit of €72,000 and including protection of his monthly pension contribution of €800, would come to a monthly premium of €165.55 – which as a business expense can be offset against the corporation tax.

Why choose Zurich for Income Protection?

Over 40 years of claims experience
We paid out over €10 million in Income Protection Claims in 2024

Price
Great value and discounts up to 15%.[3]

Client support available from day one
When a client notifies us of a claim, they may directly benefit from our Early Notification Waiver and our rehabilitation services.

Flexibility
With our guaranteed insurability and continuation options we offer your clients a cover that adapts to their lives.

[1] This is a fictional case study. Any similarity to an actual person is purely coincidental.
[2] Quotes for this example concern a non-smoking male aged 40, occupational class 1, with a planned retirement age of 65. The quotes include a 15% discount and are exclusive of a government insurance levy, which as at September 2025 is 1%.
[3] Please see the relevant Special Offers flyer.

Warning: These figures are estimates only. They are not a reliable guide to the future performance of your investment.
Warning: The value of your investment may go down as well as up.
Warning: If you invest in this product you may lose some or all of the money you invest.
Warning: Past performance is not a reliable guide to future performance.
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