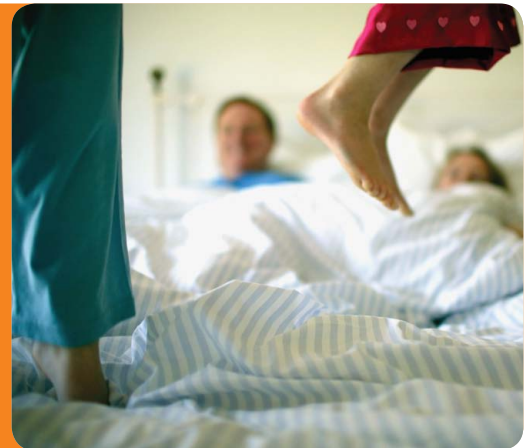


# LifeProtect

## Life Cover (Monthly Income)

A regular income for the day-to-day expenditure of life. Most of your clients will have mortgage protection in place which means that their family home is safe in the event of their death. But how would the family cope with the dramatic loss of income over time?



For the majority of people, a mortgage will be their single largest monthly expenditure. However, mortgage repayments are only a proportion of the total monthly outgoing a family will have. When you factor in utility bills, phone and TV costs and, of course, the weekly trip to the supermarket, you soon realise that a family has a great deal of other expenses.

Your clients will want to ensure that their family's lifestyle is not dramatically affected in the event of death. Mortgage protection will safeguard the family home and additional Life Cover may provide a lump sum to cover immediate needs.

**But will this be sufficient to maintain all the outgoings a family will have in 5 years, 10 years or even 20 years?**

Bank Statement for February 2012		
Mr and Mrs Smith		
Date	Description	Debits
		<del>€3,000</del>
25 JANUARY	SALARY FROM ABC LTD	€1,100
26 JANUARY	MORTGAGE TO ABI BANK	€125
26 JANUARY	FOOD BILL	€53
26 JANUARY	MOBILE PHONE BILL	€47
29 JANUARY	SATELLITE TV AND BROADBAND	€200
31 JANUARY	GAS HEATING	€155
1 FEBRUARY	ELECTRICITY	€75
2 FEBRUARY	HOUSE & CAR INSURANCE	€135
4 FEBRUARY	FOOD BILL	€35
6 FEBRUARY	CINEMA	€250
8 FEBRUARY	CAR LOAN	€110
9 FEBRUARY	PETROL	€300
11 FEBRUARY	CHILDREN'S UNIVERSITY SAVINGS	€145
12 FEBRUARY	FOOD BILL	€75
13 FEBRUARY	NIGHT OUT	€40
15 FEBRUARY	HOUSE PHONE	€280
16 FEBRUARY	CHILDREN'S ALLOWANCE	
18 FEBRUARY		
Income and outgoings now		€280 €1,745
Shortfall		€1,465 per month

*Mortgage paid off -  
€1,100 saved  
Food, gas, electricity,  
etc, ????*

*Where is the  
day-to-day money  
going to come  
from?????*

## Life Cover (Monthly Income) could make the difference

You can make sure your clients' dependants have a continuing regular income to live off by recommending Life Cover (Monthly Income).



- ✓ Life Cover (Monthly Income) is a cost-effective and straightforward solution that will provide your client's family with a guaranteed amount each month that they can use to pay for their outgoings.
- ✓ A regular income is a lot easier to manage than a lump sum, and means your client does not have to worry about bills mounting up or debts spiralling out of control.
- ✓ Life Cover (Monthly Income) can also be taken out in conjunction with Life Cover (Lump Sum), Serious Illness Cover and Cancer Cover so that all a family's protection needs can be catered for with just one application form and one direct debit.
- ✓ It adds value to the service you offer as without your help, your clients could be one of the many Irish families who do not have enough protection to meet their needs.

## A cost effective way of providing cover for your clients

Life Cover (Monthly Income) costs less than you expect. In fact, when you look at the guaranteed monthly premiums below, you will see just how affordable this cover is.

Life Cover (Monthly Income)	Premium per month
€1,000	€14.14
€1,500	€19.96
€2,500	€31.60

Source: Zurich Life, December 2012. Illustration is based on a non-smoker, aged 35 next birthday for a 25 year term.

Insurance Levy: A government insurance levy (currently 1% as at December 2012 and may change in the future) applies to this policy. These sample premiums do not include this levy.

# Availability and Benefits

## Life Cover (Monthly Income) is available on our Guaranteed Term Protection plan.

This benefit provides a guaranteed regular monthly income in the event of death occurring during the chosen term. Income is provided from the date of claim until the end of the policy term.

Income will be paid for a minimum term of two years once a claim is made even if the claim occurs within two years of the end of the term.

### Inflation Protection

Life Cover (Monthly Income) is available on a level basis or with inflation protection. If the inflation protection option is chosen, the monthly income will increase by 5% per annum with a premium increase of 7.5% per annum. The monthly income paid during a claim will also increase by 5% per annum during the claim period.



## Free benefits provided automatically

### Accidental Death Benefit

The monthly benefit is payable, to a maximum of €1,000 per month for a maximum term of 15 years, on death due to accident while the policy is in proposal stage provided a fully completed application form and cheque or direct debit mandate is received. Cover ceases on the earlier of the application being accepted or declined and 30 days.

### Guaranteed Insurability Option

The option to increase the sum insured without further medical evidence on birth, marriage, promotion (in certain circumstances) or in the event that the life insured gains approval for a new mortgage or increase to an existing mortgage and subsequently draws down these funds. The sum insured can be increased by the lesser of €1,000 per month and 50% of your original sum insured.

### Terminal Illness Benefit

Zurich Life will commence paying the Life Cover (Monthly Income) sum insured in the event that the life insured is diagnosed with a terminal illness. The monthly income is paid at date of diagnosis, where the terminal illness is diagnosed at least twelve months before the end of the chosen term.

## Making the sales process easier

Life Cover (Monthly Income) can make your sales process easier, as your clients **can more easily relate** to a loss in monthly income. They will find it more practical to calculate the amount of regular income required, rather than having to estimate a large lump sum amount that would be needed to make adequate financial provision for the future.

Find out how  
**Life Cover (Monthly  
Income) could help  
your clients – speak to  
your Zurich Life Broker  
Consultant today.**

**Zurich Life Assurance plc**

Zurich House, Frascati Road, Blackrock, Co. Dublin, Ireland.

Telephone: 01 283 1301 Fax: 01 283 1578 Website: [www.zurichlife.ie](http://www.zurichlife.ie)

Zurich Life Assurance plc is regulated by the Central Bank of Ireland.

Intended for distribution within the Republic of Ireland.

The information contained herein is based on Zurich Life's understanding of current Revenue practice as at December 2012 and may change in the future.

