

WELCOME TO TAYLOR LUCAS FINANCIAL SERVICES



WHO ARE WE

We are **Insurance Specialists** solely focused on **Protection policies** such as Life Cover, Critical Illness, Whole of Life Cover & Income Protection. We are members of the largest Mortgage & Protection network in the UK and are an affiliate member of CI Expert, the UK's premier critical illness knowledge base.

WHAT DO WE DO

We conduct **comprehensive insurance reviews** and **analysis**, from assessing existing arrangements to creating new ones. With an in-house legal team, we also ensure our clients policies are **correctly structured** to avoid unnecessary administration and tax issues.



WHAT HAPPENS NEXT?

Your **Insurance Review** appointment has been booked. Let's have a look at what will happen next.



Your *Insurance Specialist* will call you at the agreed time to gather further details and discuss your needs. Look out for your SMS confirmation.



We'll send you a request to **complete a questionnaire** and **upload any existing insurance policy details**. This will speed up your appointment and enable your advisor to spend more time discussing the things that really matter!



Your quick quote illustration for Life Insurance+

About this document

This document tells you what cover and premiums we could offer you, based on the details we've been given.

You should read this document together with the policy summary. The summary lets you know the key features and risks of the Life Insurance+ policy.

You can find the full terms of the policy in the policy conditions.

Please remember the details quoted aren't guaranteed until we've received and assessed an application from you.

If we can offer you cover, we'll provide you with an acceptance offer. This will confirm the amount you'll pay for the cover you receive, based on your answers to the application questions.

About Life Insurance+

This policy pays out a lump sum, if you either die, or are diagnosed with or undergo surgery for a critical illness that meets our policy definition during the term of the policy and then survive for at least 10 days. We only cover the critical illnesses we define in our policy and no others. Alternatively the policy will pay out if you are diagnosed with a terminal illness or a total permanent disability that meets our policy definition during the term of the policy.

We'll only pay the full cover amount once. This means that once we've accepted a claim for one life covered, all benefits for both lives will stop. The policy will then end.

When we've paid out the cover amount, the policy will end.

This policy has no cash-in value at any time.

Cover details

Life and critical illness cover for John Doe and Jane Doe

Cover type Decreasing

Cover amount **£175,000.00**

This will reduce each month broadly in line with the amount outstanding on a repayment loan, with an interest rate of 8%.

Policy term 30 years

Optional benefits included

• Upgraded critical illness benefit for John Doe and Jane Doe

• Upgraded children's benefit

• Total permanent disability for John Doe and Jane Doe

Quote details

Quote reference 8990KZCHSF

Date prepared 21 January 2024

Life covered details

John Doe

Date of birth: 23 January 1985

Smoker status: Non-Smoker - classified as someone who has never smoked, used tobacco or nicotine, or who completely stopped more than five years ago

Domestic Electrician

Life covered details

Jane Doe

Date of birth: 1 December 1986

Smoker status: Non-Smoker - classified as someone who has never smoked, used tobacco or nicotine, or who completely stopped more than five years ago

Accounts Administrator/Assistant

Optional benefits included Continued

• Waiver of Premium for John Doe and Jane Doe
Deferred period 6 months

How much will it cost?

Monthly premium **£131.77**

How your premium is made up

• Life and critical illness cover **£113.67**

• Upgraded critical illness benefit for

John Doe **£6.99**

Jane Doe **£6.03**

• Upgraded children's benefit **£3.39**

• Total permanent disability

John Doe **£0.61**

Jane Doe **£0.54**

• Waiver of Premium

John Doe **£0.27**

Jane Doe **£0.27**

Total premiums payable over the term of the policy **£47,433.96**

This is how much you could pay if you keep the policy for its full term.

If you choose to change your policy in the future, the total premiums you pay may change.

***An example of an insurance policy summary page**



WHAT WILL WE DISCUSS?

Having a look at this section will help you prepare for your meeting with your advisor.

If you have existing insurance arrangements, we will discuss them so we can understand the reasons why they were initially put in place.

We will ask you a set of questions that will help us identify any current shortfalls you have and will direct us to a set of accurate options you can consider. Please have the following information prepared:

- **Your mortgage debt**
- **Your remaining mortgage term**
- **Your other debt such as personal loans**
- **Your income through employment or self-employment**
- **Your benefit income**
- **Your employer sick pay benefit**
- **Your household & lifestyle expenditure**



We will also need to understand your **current health situation** and discuss any medical conditions you have. Insurance providers base their costs on the status of our health & lifestyle.

Everything we discuss is Private & Confidential. [Click here](#) for our privacy policy.

OUR RESOURCES

We have access to **market leading platforms** and use **cutting edge technology** to analyse the terms & conditions of your existing arrangements and to **research the market** to assess if your cover can be improved.

We will also assess what you are spending to see if we can **save you some money**.

We are '**whole of market**' insurance brokers - whole of market brokers are professionals that search the entire financial marketplace for the best possible rates for their clients. As we are not tied to a specific insurance provider, we have no restrictions in our attempts to find you the best possible outcome.

Here are just some of the providers we have access to



FREQUENTLY ASKED QUESTIONS

1 How long will my insurance review take?

Your first appointment will take place on the telephone and will take approximately 30-45 minutes. Another appointment may be necessary. This is dependent on your existing arrangements and the level of research that your insurance specialist needs to undertake. Completing the questionnaire and uploading any existing policies to the form will help.

2 Are your services regulated?

Taylor Lucas Financial Services Limited is an Appointed Representative of PRIMIS Mortgage Network, a trading name of First Complete Ltd. First Complete Ltd is authorised and regulated by the Financial Conduct Authority.

3 Will it cost me anything?

No, we will not charge you a fee for our services relating to insurance, but we will receive commission from the product provider. The commission will be calculated as a proportion of the premiums paid for the insurance product. You will receive a quotation which will tell you about the fees and charges relating to any insurance policy that we recommend.

4 How do I upload my existing policy documents?

You will receive a questionnaire/form to complete straight after your review appointment is booked for you. There is a section on the form that allows you to upload image (JPEG, PNG) or document (PDF) files. Please see page 2 for an example of what we need.

5 Do I need a life insurance trust?

Assigning a trust to a life insurance or critical illness policy will ensure the proceeds of the policy are paid to the right people at the right time. This type of framework can have estate administration advantages. We have access to an in-house legal team to ensure they are correctly structured. We do not charge a fee to advise on or prepare insurance trusts.