# VitalityLife Personal Protection Plan Suitability Letter

**This report is for illustrative purposes only**. Please note that while every care has been taken to ensure the accuracy of the following information, prior to using the paragraphs below, you should ensure the contents are acceptable to your compliance department - and consider the requirements and the personal and financial circumstances of your clients in determining your own recommendations and suitability reports.

**Product recommended:**

Personal Protection Plan

**Provider:**

VitalityLife

## Provider section

**About Vitality:**

Vitality’s core purpose is to make people healthier and enhance and protect their lives.

Vitality take a unique approach to insurance. As well as offering the highest levels of protection, they also make it easier for you to take an active role in maintaining your wellbeing, helping you to understand your health and reward you for good lifestyle choices.

Vitality aim to be the best at everything they do, offering comprehensive and award-winning protection to their members.

Through their market-leading health and life insurance, and the Vitality Programme, they empower our members to take control of their wellness and develop long-term healthy habits - good for you, good for Vitality and good for society. It’s what they call Shared-Value Insurance.

**Financial Strength:**

Vitality’s parent company is Discovery Limited, the multinational financial services organisation.

They currently operate in 30 countries, protecting over 20 million lives worldwide.

Vitality are currently rated as B+ (very strong) by the independent ratings agency AKG, an independent organisation, which has specialised in the provision of assessment, ratings, information and market assistance to the financial services industry for over 30 years

[Copy and Paste this entire section and delete where applicable if multiple benefits / quotes have been selected]

## Affordability

You have £XX of your income available each month which could be used to address your requirements. You are prepared to commit up to £XX each month for this purpose. You have confirmed that this is affordable now and in the future. Your premium is currently £XX, and this could increase to £XX in XX years.

## Personal Protection Plan features

**Personal Protection Plan:**

I’ve recommended a VitalityLife Personal Protection Plan. The Personal Protection Plan is a comprehensive plan that can meet all your protection needs today and is flexible so that it can be changed to suit your needs in the future (subject to underwriting and terms and conditions).

VitalityLife will provide a discount if you select two or more core covers (Life, Serious Illness Cover or Income Protection) on your plan\*.

Within the same plan, Vitality allow different start and end dates to be selected, different life assureds and direct debits across separate benefits.

\*Subject to a minimum monthly premium of £5.

**Waiver of Premium** [Delete if not selected]

Your plan includes Waiver of Premium on Incapacity benefit, as you will need to keep the plan in force if you are unable to work due to illness or accident. This means that [insert deferred period] after you stop working VitalityLife will pay the premiums on your behalf and keep the plan in force until you are able to work again.

Full details of the Waiver of Premium on Incapacity Benefit are set out in the Personal Protection Plan Provisions

**Trust** [Delete if not recommended]

I recommend that the plan be written in Trust so that, in the event of your death, the plan proceeds are paid to [insert beneficiary names] without the delays associated with going through probate.

VitalityLife provide draft trust documents on **vitality.co.uk/life**. I recommend that you obtain independent legal advice to ensure that it is appropriate for your circumstances.

**Premium**
[If Guaranteed Rates Selected]

I have recommended you select Guaranteed Rates. This means your *underlying* premium will not changeunless you make a change to your cover. Your total premium may still change annually if you’ve selected Optimiser, Indexation or Premium Step.

[If Guaranteed Rates Selected]

You’ve indicated you wish to select Reviewable Rates. This means your underlying premium may increase or decrease depending on Vitality’s claim experience, medical trends, future costs of settling claims and changes in law or taxation.

**Guaranteed Insurability Options:** [Remove if not applicable to client]

Once you’ve been accepted by Vitality you may have the option to increase covers on your plan in the future, without having to give us further information about your health.

You will be able to increase your cover, up to £150,000 (or £2,000pm for Income Protection) or 50% of you cover, if you inform us of the birth of a child, marriage, a new mortgage, increase in rent or a promotion, within three months of the event.

## The Vitality Programme

**The Vitality Programme (Select):**

Vitality Select is automatically included in your plan.

With Vitality Select you receive access to a range of discounts and rewards – including Expedia and Caffè Nero at no extra cost.

All you need to do is register and log on to Vitality’s Member Zone and complete your online Health Review to start earning rewards.

To make the most of Vitality’s discounts and rewards you can build your Vitality status by engaging in a healthy lifestyle and earning Vitality points. Your Vitality status starts off as Bronze and then as you track your steps, record a workout or one of our other points-earning activities, you can increase your Vitality status to Silver, Gold or even Platinum.

**OR**

**The Vitality Programme (Plus):**

Because you selected Optimiser, Vitality Plus has been added to your plan at the cost of £4.75 per person per month.

With Vitality Plus you receive access to our full range of discounts and rewards – including Apple Watch, Caffè Nero and Waitrose & Partners.

All you need to do is register and log on to Vitality’s Member Zone and complete your online Health Review to start earning rewards.

To make the most of Vitality’s discounts and rewards you can build your Vitality status by engaging in a healthy lifestyle and earning Vitality points. Your Vitality status starts off as Bronze and then as you track your steps, record a workout or one of our other points-earning activities, you can increase your Vitality status to Silver, Gold or even Platinum.

Details are correct as of February 2023. Partners and rewards are subject to change. Terms and conditions apply to all partners and rewards.

## Optimiser (delete if not applicable)

I have recommended you select Vitality’s Optimiser on your plan. Optimiser gives you access to Vitality’s best available premium. In return, your premiums may change each anniversary depending on your Vitality Status:

|  |  |  |  |
| --- | --- | --- | --- |
| **Stay on Bronze** | **Reach Silver** | **Reach Gold** | **Reach Platinum** |
| +2.5% | +1.5% | +0.5% | 0% |

You can maintain your premium by engaging to Platinum Vitality Status each year. If you choose not to engage your premium will increase by up to 2.5% each year, in addition to any other options you choose which will affect your premium, such as Indexation.

[If the Optimiser initial insurance plan premium is £45 or more (Single Life)/£60 or more (Joint Life)]

As you have chosen Optimiser, and your premium is above £45 a month for a single plan, or above £60 a month for a joint plan, then Vitality Plus is automatically included in your plan. Vitality Plus gives you access to the full range of healthy living discounts and Vitality reward partners. You pay a monthly fee for Vitality Plus, which is currently £4.75 per adult life. This additional fee may change depending on inflation and any changes Vitality make to our healthy discounts and rewards.

[End]

With Optimiser the total premium you pay over the duration of your plan may be higher than if this option had not been selected.

# Product features

**Immediate Cover:** [Remove if not applicable to client]

If your plan isn’t started right away, once Vitality receive an application from you, Vitality may put in place Immediate Cover, free of charge. You will then be covered for the Life Cover you’ve selected, (up to a maximum of £500,000) across all plans you’ve applied to Vitality for.

For eligibility please see Vitality’s Plan Provisions, this cover stops when your application is accepted, declined, cancelled or when 90 days has passed since Vitality received the application.

**Mortgage Free Cover:** [Remove if not applicable to client]

If your plan is being used to cover a loan or mortgage, you may be eligible for Mortgage Free Cover, Mortgage Free Cover is temporary Life or Serious Illness Cover that covers you after you’ve received your acceptance letter from Vitality until your plan starts for your cover amount, up to a maximum of £300,000.

For eligibility please see Vitality’s Plan Provisions, this cover stops when your plan starts, your mortgage starts or from three months after Vitality issue the acceptance letter or if for any reason you’re no longer legally committed to the loan.

## Term Life

**I have recommended that you select [£insert amount of cover of Life cover] on [a level/ an increasing/ a decreasing] basis. If you die or suffer a terminal illness while your policy is in force, Life Protection will pay out**.

**I have recommended this cover to** [insert reason e.g. to ensure your mortgage is paid off in the event of death]

The term of your Life cover is [XX years/to your XXth birthday].

**Indexation:** [Remove if not applicable to client]

I have recommended that you include the indexation option for your Life cover. This means that your cover will increase annually in line with the Retail Price Index, to a maximum of 10% and your premium will increase by RPI plus 2.5%.

Each year before the anniversary of your policy, we will write to you and invite you to increase your cover. We will confirm the new cover amount and premium.

You then decide whether you want to increase your cover. Please note that you must notify us if you do not wish to index your cover at each plan anniversary.

Full details of the plan are set out in the VitalityLife Personal Protection Plan Provisions. (delete if not applicable)

**Decreasing:** [Remove if not applicable to client]

Each month the sum assured will reduce over the life of the plan. It decreases in the same way that the outstanding capital on a repayment mortgage would if the mortgage had an interest rate of [\_\_%]. The amount of reduction in the level of cover each month should match the reduction of the outstanding mortgage balance, as long as the assumptions relating to interest rates shown in your personal illustration are met.

## Life with Serious Illness Cover

**I have recommended that you select [£insert amount of cover of Life with Serious Illness Cover] on [a level/ an increasing/ a decreasing] basis. If you die, suffer a terminal illness, or suffer a serious illness while your policy is in force, your plan will pay out.**

**I have recommended this cover to** [insert reason, e.g. to ensure the mortgage is paid off in the event of death or serious illness]

If you are diagnosed with a serious illness that Vitality cover, you can keep claiming until you’ve used up your whole cover amount.

The proceeds of this plan can be used to pay off a loan, help cover medical expenses or supplement your income if you have to take time off work due to an illness.

The term of your Life with Serious Illness Cover is [XX years/to your XXth birthday].

**Indexation:** [Remove if not applicable to client]

I have recommended that you include the indexation option for your Life with Serious Illness cover. This means that your cover will increase annually in line with the Retail Price Index, to a maximum of 10% and your premium will increase by RPI plus 2.5%.

Each year before the anniversary of your policy, we will write to you and invite you to increase your cover. We will confirm the new cover amount and premium.

You then decide whether you want to increase your cover. Please note that you must notify us if you do not wish to index your cover at each plan anniversary.

Full details of the plan are set out in the VitalityLife Personal Protection Plan Provisions. (delete if not applicable)

**Decreasing:** [Remove if not applicable to client]

Each month the sum assured will reduce over the life of the plan. It decreases in the same way that the outstanding capital on a repayment mortgage would if the mortgage had an interest rate of [\_\_%]. The amount of reduction in the level of cover each month should match the reduction of the outstanding mortgage balance, as long as the assumptions relating to interest rates shown in your personal illustration are met.

[CHOOSE ONE OF SERIOUS ILLNESS COVER 1X, 2X OR 3X]

### Serious Illness Cover 1X

Serious Illness Cover 1X, which will pay out between 25% to 100% of your selected cover per claim, based on the impact that condition will have on your lifestyle. You can continue to claim until you’ve used up your whole cover amount

I have recommended Serious Illness Cover 1X for the following reasons:

* ***Serious Illness Cover 1X covers more conditions than any other plan in the market, including 19 unique conditions***

VitalityLife’s Serious Illness Cover 1X includes cover for 114 conditions – more than any other provider. It includes 19 conditions not covered by any other provider. Serious Illness Cover may also pay out £5,000 if either you, or your spouse, suffer a complication during pregnancy.

Because Serious Illness Cover 1X pays out an amount based on the impact that condition will have on your lifestyle, it covers a wider array of conditions compared to traditional plans.

* ***Cover can be extended to provide relevant cover in later life*** [Remove if selected without TPD]

If you haven’t used up all of your cover by the time your plan ends, you’ll have the option to convert your cover into Dementia and FrailCare cover which provides relevant cover into retirement to help support you in later life against the potential financial impact of dementia, Alzheimer's, Parkinsons, stroke and frailty.

It pay outs based on the severity of your condition, so you could receive more than one payout, if your condition worsens.

OR

### Serious Illness Cover 2X

I have recommended you select Serious Illness Cover 2X, which will pay out between 15% to 100% of your selected cover per claim. You can continue to claim until you’ve used up your whole cover amount

I have recommended Serious Illness Cover 2X for the following reasons:

* ***Serious Illness Cover 2X covers more conditions than any other plan in the market, including 35 unique conditions***

VitalityLife’s Serious Illness Cover 2X includes cover for 143 conditions – more than any other provider. It includes 35 conditions not covered by any other provider. Serious Illness Cover may also pay out £5,000 if either you, or your spouse, suffer a complication during pregnancy.

* ***Serious Illness Cover 2X pays out for more conditions in full than typical critical illness plans***

Serious Illness Cover 2X pays out in full for 74 conditions typically covered in full by critical illness plans, including for cancer, heart attack, stroke and all the conditions covered in the ABI minimum standards for critical illness cover.

* ***Serious Illness Cover 2X can stay in place after a full claim, where other critical illness plans would end***

Serious Illness Cover 2X has the unique benefit of being able to stay in place following a full claim. This means, where other plans will have ended, you’ll still have cover in place with Vitality. In total, with Serious Illness Cover 2X, you can claim up to two times the cover amount.

* ***Cover can be extended to provide relevant cover in later life*** [Remove if selected without TPD]

If you haven’t used up all of your cover by the time your plan ends, you’ll have the option to convert your cover into Dementia and FrailCare cover which provides relevant cover into retirement to help support you in later life against the potential financial impact of dementia, Alzheimer's, Parkinsons, stroke and frailty.

It pay outs based on the severity of your condition, so you could receive more than one payout, if your condition worsens.

OR

### Serious Illness Cover 3X

I have recommended you select Serious Illness Cover 3X, which will pay out between 5% to 100% of your selected cover per claim. You can continue to claim until you’ve used up your whole cover amount.

I have recommended Serious Illness Cover 3X for the following reasons:

* ***Serious Illness Cover 3X is more likely to pay out than any other plan. It covers all conditions in the market, alongside 60 unique conditions.***

VitalityLife’s Serious Illness Cover 3X includes cover for 174 conditions – more than any other provider. It includes 60 conditions not covered by any other provider. This means it provides the greatest chance of paying out.

Serious Illness Cover may also pay out £5,000 if either you, or your spouse, suffer a complication during pregnancy.

* ***Serious Illness Cover 3X pays out for more conditions in full than typical critical illness plans***

Serious Illness Cover 3X pays out in full for 74 conditions typically covered in full by critical illness plans, including for cancer, heart attack, stroke and all the conditions covered in the ABI minimum standards for critical illness cover.

* ***Serious Illness Cover 3X can stay in place after a full claim, where other critical illness plans would end***

Serious Illness Cover 3X has the unique benefit of being able to stay in place following a full claim. This means, where other plans will have ended, you’ll still have cover in place with Vitality. In total, with Serious Illness Cover 3X, you can claim up to three times the cover amount.

* ***Cover can be extended to provide relevant cover in later life*** [Remove if selected without TPD]

If you haven’t used up all of your cover by the time your plan ends, you’ll have the option to convert your cover into Dementia and FrailCare cover which provides relevant cover into retirement to help support you in later life against the potential financial impact of dementia, Alzheimer's, Parkinsons, stroke and frailty.

It pay outs based on the severity of your condition, so you could receive more than one payout, if your condition worsens.

[END]

## Serious Illness Cover (standalone)

**I have recommended that you select [£insert amount of cover of Serious Illness Cover] on [a level/ an increasing/ a decreasing] basis. If you suffer a serious illness while your policy is in force, your plan will pay out.**

**I have recommended this cover to** [insert reason e.g. to cover medical expenses in the event of a serious illness / to replace salary in the event of a serious illness that would affect your finances / to pay off the mortgage in the event of a serious illness]

If you are diagnosed with a serious illness that Vitality cover, you can keep claiming until you’ve used up your whole cover amount.

To qualify for a Serious Illness Cover payout you must survive for at least 14 days after you meet the definition.

The proceeds of this plan can be used to pay off a loan, help cover medical expenses or supplement your income if you have to take time off work due to an illness.

The term of your Serious Illness Cover is [XX years/to your XXth birthday].

**Indexation:** [Remove if not applicable to client]

I have recommended that you include the indexation option for your Serious Illness cover. This means that your cover will increase annually in line with the Retail Price Index, to a maximum of 10% and your premium will increase by RPI plus 2.5%.

Each year before the anniversary of your policy, we will write to you and invite you to increase your cover. We will confirm the new cover amount and premium.

You then decide whether you want to increase your cover. Please note that you must notify us if you do not wish to index your cover at each plan anniversary.

Full details of the plan are set out in the VitalityLife Personal Protection Plan Provisions. (delete if not applicable)

**Decreasing:** [Remove if not applicable to client]

Each month the sum assured will reduce over the life of the plan. It decreases in the same way that the outstanding capital on a repayment mortgage would if the mortgage had an interest rate of [\_\_%]. The amount of reduction in the level of cover each month should match the reduction of the outstanding mortgage balance, as long as the assumptions relating to interest rates shown in your personal illustration are met.

[CHOOSE ONE OF SERIOUS ILLNESS COVER 1X, 2X OR 3X]

### Serious Illness Cover 1X

Serious Illness Cover 1X, which will pay out between 25% to 100% of your selected cover per claim, based on the impact that condition will have on your lifestyle. You can continue to claim until you’ve used up your whole cover amount

I have recommended Serious Illness Cover 1X for the following reasons:

* ***Serious Illness Cover 1X covers more conditions than any other plan in the market, including 19 unique conditions***

VitalityLife’s Serious Illness Cover 1X includes cover for 114 conditions – more than any other provider. It includes 19 conditions not covered by any other provider. Serious Illness Cover may also pay out £5,000 if either you, or your spouse, suffer a complication during pregnancy.

Because Serious Illness Cover 1X pays out an amount based on the impact that condition will have on your lifestyle, it covers a wider array of conditions compared to traditional plans.

* ***Cover can be extended to provide relevant cover in later life*** [Remove if selected without TPD]

If you haven’t used up all of your cover by the time your plan ends, you’ll have the option to convert your cover into Dementia and FrailCare cover which provides relevant cover into retirement to help support you in later life against the potential financial impact of dementia, Alzheimer's, Parkinsons, stroke and frailty.

It pay outs based on the severity of your condition, so you could receive more than one payout, if your condition worsens.

OR

### Serious Illness Cover 2X

I have recommended you select Serious Illness Cover 2X, which will pay out between 15% to 100% of your selected cover per claim. You can continue to claim until you’ve used up your whole cover amount

I have recommended Serious Illness Cover 2X for the following reasons:

* ***Serious Illness Cover 2X covers more conditions than any other plan in the market, including 35 unique conditions***

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* ***Serious Illness Cover 2X pays out for more conditions in full than typical critical illness plans***

Serious Illness Cover 2X pays out in full for 74 conditions typically covered in full by critical illness plans, including for cancer, heart attack, stroke and all the conditions covered in the ABI minimum standards for critical illness cover.

* ***Serious Illness Cover 2X can stay in place after a full claim, where other critical illness plans would end***

Serious Illness Cover 2X has the unique benefit of being able to stay in place following a full claim. This means, where other plans will have ended, you’ll still have cover in place with Vitality. In total, with Serious Illness Cover 2X, you can claim up to two times the cover amount.

* ***Cover can be extended to provide relevant cover in later life*** [Remove if selected without TPD]

If you haven’t used up all of your cover by the time your plan ends, you’ll have the option to convert your cover into Dementia and FrailCare cover which provides relevant cover into retirement to help support you in later life against the potential financial impact of dementia, Alzheimer's, Parkinsons, stroke and frailty.

It pay outs based on the severity of your condition, so you could receive more than one payout, if your condition worsens.

OR

### Serious Illness Cover 3X

I have recommended you select Serious Illness Cover 3X, which will pay out between 5% to 100% of your selected cover per claim. You can continue to claim until you’ve used up your whole cover amount.

I have recommended Serious Illness Cover 3X for the following reasons:

* ***Serious Illness Cover 3X covers all conditions in the market, alongside 60 unique conditions.***

VitalityLife’s Serious Illness Cover 3X includes cover for 174 conditions – more than any other provider. It includes 60 conditions not covered by any other provider. This means it provides the greatest chance of paying out.

Serious Illness Cover may also pay out £5,000 if either you, or your spouse, suffer a complication during pregnancy.

* ***Serious Illness Cover 3X pays out for more conditions in full than typical critical illness plans***

Serious Illness Cover 3X pays out in full for 74 conditions typically covered in full by critical illness plans, including for cancer, heart attack, stroke and all the conditions covered in the ABI minimum standards for critical illness cover.

* ***Serious Illness Cover 3X can stay in place after a full claim, where other critical illness plans would end***

Serious Illness Cover 3X has the unique benefit of being able to stay in place following a full claim. This means, where other plans will have ended, you’ll still have cover in place with Vitality. In total, with Serious Illness Cover 3X, you can claim up to three times the cover amount.

* ***Cover can be extended to provide relevant cover in later life*** [Remove if selected without TPD]

If you haven’t used up all of your cover by the time your plan ends, you’ll have the option to convert your cover into Dementia and FrailCare cover which provides relevant cover into retirement to help support you in later life against the potential financial impact of dementia, Alzheimer's, Parkinsons, stroke and frailty.

It pay outs based on the severity of your condition, so you could receive more than one payout, if your condition worsens.

[END]

## Income Protection

**I have recommended that you select [£ per annum/month cover of Income Protection Cover] on [a level/ an increasing] basis. If you are unable to work for a specified period of time due to sickness or injury whilst your plan is in force, your plan will pay out.**

**I have recommended this cover to** [insert reason e.g. to cover mortgage or rent payments if you were too ill to work for an extended period of time]

Income Protection Cover will provide you with an income should you become unable to work in your own occupation (or perform daily tasks for a houseperson) as a result of illness or injury. This will help you to maintain your current standard of living.

[If single deferred period selected]

You need an income of £ [per annum / month] which will replace part of your earnings after you have been unable to work for [deferred period] weeks.

[If split deferred period selected]

You need an income £ [per annum / month] after you have been unable to work for [1st deferred period] weeks increasing to £ [per annum / month] after you have been unable to work for [2nd deferred period] months.

The term of your Income Protection Cover is [XX years/to your XXth birthday].

[SELECT IF SHORT TERM COVER HAS BEEN SELECTED]

In the event of a claim your Income Protection Cover benefit will be payable for [a maximum of [12/24/60] months] per unrelated claim.

[END]

* **Indexation:** [Remove if not applicable to client]

I have recommended that you include the indexation option for your Income Protection cover. This means that your cover will increase annually in line with the Retail Price Index, to a maximum of 10% and your premium will increase by RPI plus 2.5%. This will continue to increase during a claim.

Each year before the anniversary of your policy, we will write to you and invite you to increase your cover. We will confirm the new cover amount and premium.

You then decide whether you want to increase your cover. Please note that you must notify us if you do not wish to index your cover at each plan anniversary.

Full details of the plan are set out in the VitalityLife Personal Protection Plan Provisions. (delete if not applicable)

[end]

I have recommended Vitality’s Income Protection for the following reasons:

* ***Vitality’s unique Earning’s Guarantee***

Vitality’s Earnings Guarantee enables you to lock in your benefit amount, for up to £8,000pm, if you financially verify your earnings within the first six months of your plan. This means you’ll receive your full benefit amount, should your earnings fall prior to needing to make a claim. To verify your earnings, you will need to send us information based on your type of employment.

Please note whether Vitality are able to verify your earnings depends on your type of employment and your recent financial history.

* ***Public Sector Deferred Period benefit*** [delete if not applicable]

Vitality’s Public Sector Deferred Period benefit automatically aligns the deferred period to your sick pay structure when a 12-month deferred period is selected.

This is valuable if your sick pay varies by length of service and can prevent you from being over or under-insured.

* ***The Vitality Income Boost will provide higher payouts at claim stage as reward for engaging with the Vitality Programme***

If you need to make a claim, Vitality will boost your benefit payout by up to 20% for 6 months depending on your Vitality status.

To qualify for a boost, you will need to have reached Silver Vitality status in the year prior to claim. Even if you return to work within 6 months, you’ll still receive all the additional payments.

* ***If you make a relevant claim, which is eligible, you’ll be given access to Vitality’s private healthcare pathways to aid your recovery***

If you need to make a claim related to cancer, mental health or musculoskeletal (joint, bone and muscle) issues, access can be made available to one of Vitality’s treatment pathways. These pathways make use of Vitality’s clinical expertise to provide a targeted intervention to help you return to work quicker.

## Child Serious Illness Cover

**I have recommended that you select [£insert amount of cover of Child Serious Illness Cover] on [a level/ an increasing] basis. If any of your children suffer a serious illness while your policy is in force, your plan will pay out.**

**I have recommended this cover to** [insert reason e.g. to help cover costs of taking time out of work to care for a child if they were to suffer a serious illness]

The proceeds of this plan can be used to help cover medical expenses or supplement your income if you need to take time off work due to care for your child after they’ve suffered an illness.

[when selected alongside adult Serious Illness Cover]

Your children will be covered for all relevant conditions that you’re covered for under Serious Illness Cover, in addition to 8 congenital conditions (those typically diagnosed at birth) up until their 23rd birthday. This includes cover for more condition than any other provider. Vitality will also make a child’s funeral contribution of £5,000.

[when selected without adult Serious Illness Cover]

Child Serious Illness Cover 1X, will pay out between 25% to 100% of your selected cover per claim, based on the impact that condition will have on your child’s lifestyle. You can continue to makes claims until you’ve used up your whole cover amount

I have recommended Vitality’s Child Serious Illness Cover for the following reasons:

***Comprehensive cover for a wide range of illnesses***

VitalityLife’s Serious Illness Cover 1X includes cover for 115 conditions – more than any other provider. It includes 19 conditions not covered by any other provider. Vitality will also make a child’s funeral contribution of £5,000.

## Whole of Life

**I have recommended that you select [£insert amount] of Whole of Life cover on [a level/ an increasing] basis. If you die or suffer a terminal illness while your policy is in force, Life Protection will pay out**.

**I have recommended this cover to** [insert reason e.g. to protect against inheritance tax liabilities / leave to dependents / cover funeral expenses]

**Indexation:** [Remove if not applicable to client]

I have recommended that you include the indexation option for your Whole of Life cover. This means that your cover will increase annually in line with the Retail Price Index, to a maximum of 10% and your premium will increase by RPI plus 2.5%.

Each year before the anniversary of your policy, we will write to you and invite you to increase your cover. We will confirm the new cover amount and premium.

You then decide whether you want to increase your cover. Please note that you must notify us if you do not wish to index your cover at each plan anniversary.

Full details of the plan are set out in the VitalityLife Personal Protection Plan Provisions. (delete if not applicable)

**Premium Step** [Not available with Optimiser **and** Indexation]

VitalityLife offers Whole of Life Cover with Premium Step. This option provides the same cover as the traditional Whole of Life product. The difference between traditional Whole of Life and Premium Step is how the premiums are structured.

With Premium Step, you will receive an upfront discount of up to 40% on your premiums, depending on your age at entry. Your premiums will then increase annually by a fixed amount of 2.5% if you choose Premium Step.

If you also have Optimiser, you’ll receive a larger upfront discount and your premiums will also change in conjunction with Optimiser which depends on your Vitality status. If Indexation is also selected, then additional adjustments will be made to your premiums as your cover increases on an annual basis.

**LifestyleCare Cover**

VitalityLife will pay a LifestyleCare Cover benefit if you suffer a later life illness which meets the definitions listed in the Appendix section of your Plan Provisions.

LifestyleCare Cover can be used to help protect against the costs associated with being diagnosed with a later life condition, such as Alzheimer’s, dementia or Parkinson’s.

[IF PROTECTOR NOT SELECTED]

Your whole of life cover will reduce by the amount paid. You should be aware that this will reduce the amount available for future claims for Life Cover.

[IF PROTECTOR LEVEL 1 SELECTED]

LifestyleCare Cover Protector (level 1) means that if Vitality make a payment for a Severity Level 1 (20% of the cover amount) condition, the payment will not affect the amount that is available for future Life Cover or LifestyleCare Cover claims.

A Level 2 (100% of the cover amount) LifestyleCare Cover claim will still reduce the Life Cover amount.

[IF PROTECTOR LEVEL 1&2 SELECTED]

LifestyleCare Cover Protector (Level 1 & 2) means that if Vitality make a payment for a Severity Level 1 (20% of the cover amount) condition, the payment will not affect the amount that is available for future Life Cover or LifestyleCare Cover claims. In addition if Vitality make payment for a Severity Level 2 (100% of the cover amount) condition and you survive for at least 14 days after you meet the definition the amount of your Life Cover will not reduce.

You should refer to the Plan Provisions for details of the illnesses covered and any other conditions that apply.

[End of Personal Protection Plan section]

# Recommendation decision

You agreed that this plan meets your needs.

*Or*

Although this recommendation meets your needs, you declined to accept this advice.

*Or*

You declined to top up your existing cover because [insert reason].

The plan will start when your application has been accepted by VitalityLife.

*Or*

The plan should start on [insert date] because [insert reason].

*Or*

Please tell me when you intend to exchange contracts on your new house so that I can arrange for the cover to start.

You should consider keeping some money available (which you can access immediately) to cover any unforeseen emergency expenditure that may arise. We agreed that you need £ [Ideal Amount] available for this purpose, being 3 times your monthly expenditure. You already have access to £ [Current Amount] from [Current Source] and I recommend that you make additional provision of £ [Shortfall Amount] by means of [Shortfall Source].

# Risks

* Please note that this contract has no cash-in value at any time.
* Please do not cancel your existing plan before the new plan is in force.
* The amount payable for Serious Illness Cover may depend on the severity of any illness.
* The amounts payable for Serious Illness Cover may be less than, equal to or greater than critical illness plans depending on the condition which resulted in a claim.
* If decreasing cover is chosen to protect a mortgage and mortgage interest rates in the future exceed \_\_\_%, then the maximum amount payable under the plan may be less than that needed to pay off the mortgage.
* For level cover and decreasing cover, it is possible that inflation in the future will erode the purchasing power of the money provided in the event of a claim.
* This plan has been recommended on the basis that you are currently resident in the United Kingdom and do not intend moving abroad permanently. If this is not the case, you should contact me immediately.
* Entitlement to increase cover at RPI, if appropriate, will be lost should you choose not to exercise the Indexation option on three consecutive occasions.
* With the Optimiser option the total premium you pay over the duration of your plan may be higher than if this option had not been selected.
* The reasons for recommending VitalityLife have been detailed above. However you need to be aware that it would be possible to provide similar benefits through the use of other products that are available on the market.
* The plan may not pay out in the event of a claim if there is a pre-existing condition that has not been disclosed in the application form.
* The risks involved with this plan are detailed in full within the Plan Provisions. Please read this and any accompanying documentation carefully

# Appendix

**Annual premium changes when Optimiser has been selected:**

|  |
| --- |
| Vitality Status |
| Bronze | Silver | Gold | Platinum |
| 2.5% | 1.5% | 0.5% | 0% |

**Annual premium changes when Whole of Life plan has both Premium Step and Optimiser:**

|  |
| --- |
| Vitality Status |
| Bronze | Silver | Gold | Platinum |
| 5.06% | 4.04% | 3.01% | 2.50% |

**Annual premium changes when Indexation has been selected:**

|  |  |
| --- | --- |
| **The percentage increase in the *Retail Prices Index***(rounded up to the nearest 0.25%) | **Premium increase amount** |
| Above 0% up to and including 1.75% | Total of the percentage increase in the *Retail Prices Index* plus 1.5% |
| 2% up to and including 7.75% | Total of the percentage increase in the *Retail Prices Index* plus 2.5% |
| 8% and above | Total of the percentage increase in the *Retail Prices Index*, to a maximum of 10%, plus 3.5% |

If the percentage change in the Retail Prices Index is 0% or less, then there will

be no change in your cover amount or premium.