

MetTalks...

Why Protection?

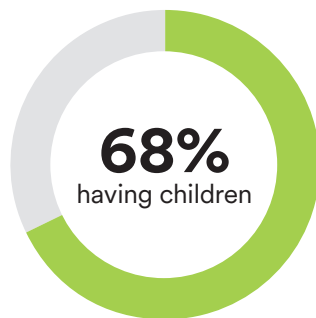
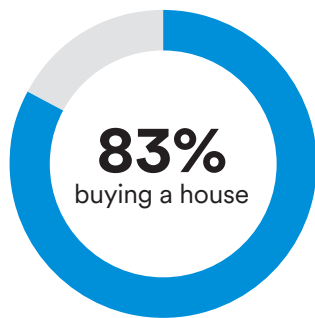
Did you know?

8 out of 10

mortgages have no income protection¹



Two main customer triggers for taking out protection are²:



27%

of advisers suggest that innovation is required to make protection more accessible²

This week's podcast will cover:

1. Common objections advisers face in the industry
2. Tips and tactics used by advisers who sell protection
3. Different signposting techniques for success

Contact us

For more on MultiProtect please visit
[metlife.co.uk/multiprotect](https://www.metlife.co.uk/multiprotect) T: 0800 917 0100

¹<https://www.ftadviser.com/protection/2018/05/25/eight-out-of-10-mortgage-holders-have-no-income-protection/>

²<https://adviser.royallondon.com/globalassets/docs/protection/state-of-protection-nation.pdf>

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