

Think group income protection is out of reach for your clients? Think again...

The value placed on a skilled and loyal workforce by employers is high. As competition heats up and customers demand more, motivating and rewarding those employees and keeping them healthy and at work has to be a critical business strategy.

Many employers think group income protection is unaffordable. But this needn't be the case. The traditional model of cover to retirement age is grounded in largely historic working tenures. In fact, today's employees are not likely to remain with an employer until retirement age.

MetLife's Group Income Protection is more affordable than you think:

Duration of cover	White collar
5 years	£6,500
4 years	£5,500
3 years	£4,375
2 years	£3,250
1 year	£1,875
To State Pension Age	£13,000

Figures based on typical white collar scheme demographic & benefit design of 50% of an employees earnings, 26 week waiting period, annual benefit increase of RP 2.5%.

Based on a salary roll of £2.5m.

¹Source: Oxford Economics and Unum, 2014

²Source: GRiD press release February 2017

Did you know?

£30,000 is the true cost of employee absence per year¹, taking into account the cost of temporary staff, recruitment, training.

60% of employers overestimate the cost of income protection²



To find out more about how affordable income protection can be for your Group Life clients, contact MetLife on 0800 917 1112 or ebnewbusiness@metlife.uk.com

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