

# More affordable. More flexible. More clients. MortgageSafe.

Help more clients protect  
their biggest asset with  
our client guide.







## What this guide will cover:

- 1 What is MortgageSafe?
- 2 Who is MortgageSafe for?
- 3 More protection for your mortgage

# More confidence for more clients

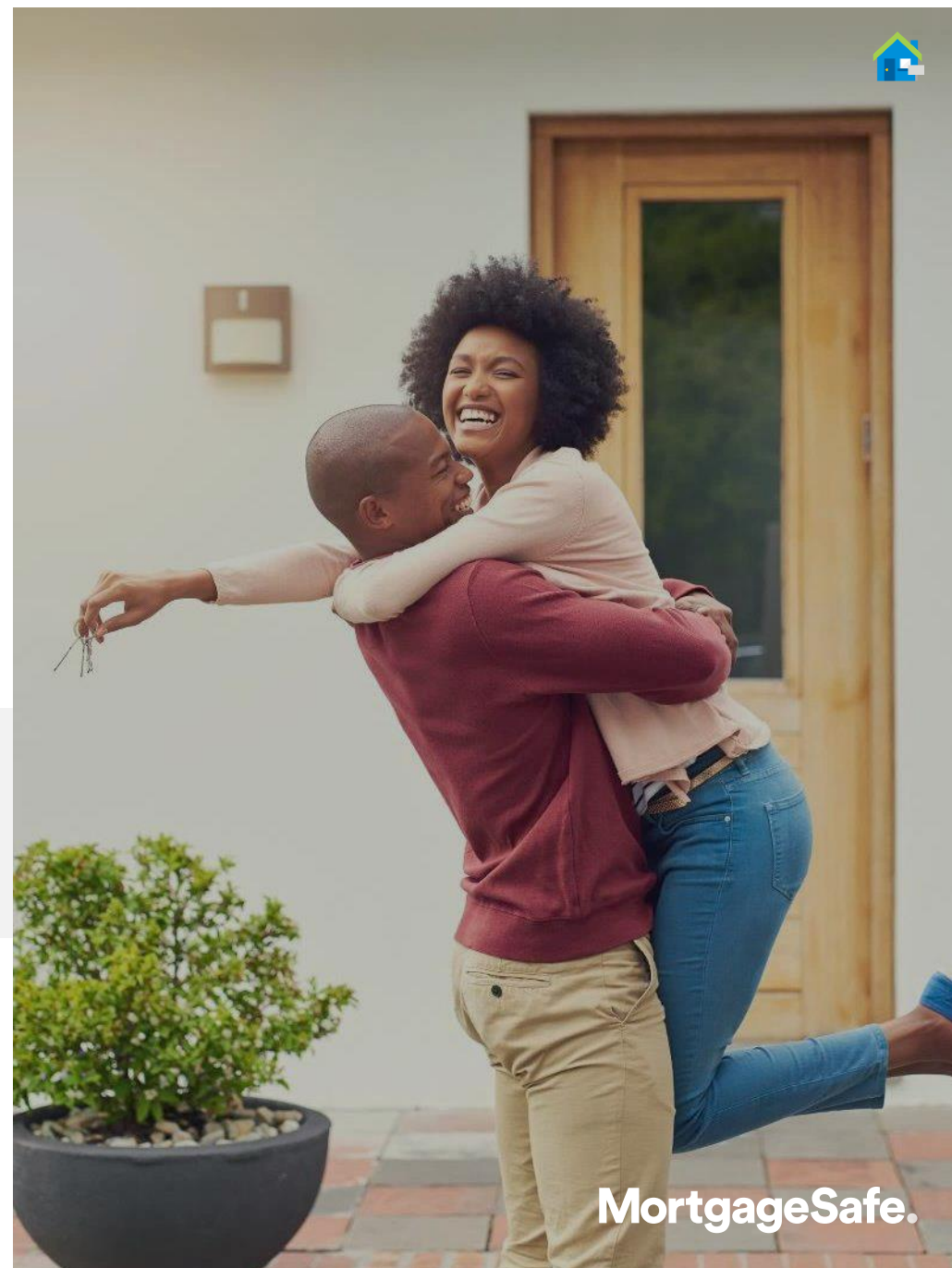
Whether a client is buying their first property, remortgaging, or is a homeowner making life changes as they get older, every one of them has a home they love that needs protecting.

But every person needs protection in different ways and for different reasons, and sometimes other protection policies aren't the right fit.

MortgageSafe is a flexible mortgage protection policy that could make sure your clients' mortgage repayments are protected in the event of an accident or illness. And because it's accessible, and great value too, it could help you cover more of your clients.



In this guide we'll outline how you could identify which clients are more likely to need this kind of financial protection, and why MortgageSafe could help them feel more confident about tomorrow, whatever it may bring





# Who can benefit?

While MortgageSafe is a flexible product that can help many different clients on their different journeys in life, there are five particular situations where MortgageSafe could be an ideal solution.



**First-time  
home buyers**



**Those with pre-existing  
medical conditions**



**Those with little  
to no savings**



**Those with no, or  
inadequate sick pay**



**Those with a low  
disposable income**

Let's take a more in-depth look at each group, their needs, and why an accessible policy like MortgageSafe could be what they've been looking for.





## Client scenario: first-time buyers

If your client is in the process of buying their first home, they're going to want to protect what is likely to be their biggest asset. However, if they don't have a large disposable income, or have little left in the bank after the purchase, they may be left without cover.

That's where an affordable option like MortgageSafe could provide financial protection if they're not working, and so aren't earning, due to an accident or illness. By making sure premiums are low, more clients can get the cover they need.

20%

of mortgage holders or those looking to  
get a mortgage within the next three years  
have insurance for accident or illness\*



MortgageSafe.



## Client scenario: no, or inadequate sick pay

If a client is self-employed and isn't able to work, they may not have anything to fall back on to keep paying their mortgage. And even if a client is in full-time work, they may find their employer doesn't offer full sick pay for the length of time they need.

48%

would rely on sick pay if they were off work, only 31% of people would get full sick pay for three months or more. 35% or people don't even know what sick pay they would get from their employer\*

Our accessible policy helps to improve your clients' options if they wouldn't get the financial support from their employer they need, or wouldn't get anything at all.





## Client scenario: pre-existing medical conditions

If your client suffers from a known medical condition, they may not be eligible for some forms of insurance. And if they live a more active lifestyle, or have a higher-risk occupation, they may also struggle to find the protection for accidents or illnesses they need.



of people said they would use either a credit card, personal loan, their overdraft, or would draw money from their mortgage as a source of income to cover loss of earnings due to accident or illness

MortgageSafe provides cover options no underwriting on accident-only, and limited underwriting on accident and illness policies, meaning even those with pre-existing conditions can have the safety net they deserve.





## Client scenario: low disposable income

Whatever life stage someone is in, if they're on a lower income, a single income, or they rely on one higher earner to cover their monthly outgoings; with a low disposable income they might feel financial protection that covers their mortgage is out of their range.

46%

46% of those who would rely on a partner or spouse to cover their monthly outgoings would struggle to meet most or all of their regular outgoings\*

But whether they have a family to support, or are looking for ways to tackle the rising cost of living, an affordable cover that takes pressure off them could help your clients rest more easily.





## Client scenario: little, or no savings

Having bought a property, many of your clients could find they're low on savings. With a need to save again to plan for the future, they may be reluctant to increase their outgoings by taking out expensive insurance policies. And if they do ever need to rely on what little savings they have, they may find it might not be enough.

56%

of people say they would rely on savings

32%

have less than two months' worth of monthly outgoings saved\*

A policy that provides cover for their whole mortgage repayments at a small monthly cost, could provide the cover they need as well as making sure they're able to rebuild their savings.





# Get more with MortgageSafe

There are plenty of benefits for you and your clients with MortgageSafe. Here are just some of the features you can expect with this affordable policy:

**More flexible**

**Core:** accident-only cover

**Essential:** accident and illness cover

**Optional Child Cover available**

**More personal**

**12 or 24 months** of cover on **Essential policies**

For mortgage repayments between £200-£1,500 per month

Covers up to 110% of the value of your monthly repayments

**More straightforward**

No family history required

No underwriting on Core cover

**Only five health questions** for **Essential cover**

**More benefits**

**Backdated benefit pay to day one**

A short four-week waiting period when a claim is made

Unlimited number of claims



Want to know more or start offering  
MortgageSafe to your clients?  
**Give us a call on 0800 917 0100**  
today and our team will be happy to help.

\*Survey of 1,010 20-50-year-olds who own a home through a mortgage or are looking to buy one in the next three years, YouGov, June 2022

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