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F&TRC LAUNCHES 2016 INCOME PROTECTION RATINGS

- PROVIDERS AWARDED GOLD, SILVER AND BRONZE MEDALS FOR INCOME PROTECTION, BUSINESS PROTECTION AND RELEVANT LIFE PRODUCTS

F&TRC has announced its 2016 product ratings for Income Protection, Business Protection and Relevant Life to help advisers understand which providers are offering the most suitable and comprehensive protection products and assist them with their client recommendations.

Each provider has been awarded either a Gold, Silver or Bronze medal for both their overall proposition as well as in several important underlying categories. These categories, and the metrics used to assess the providers, were selected after consultation with a range of independent experts and adviser firms. The overall awards in the F&TRC ratings are:

Income Protection
Gold Medals: Aviva, The Exeter (Income One Plus), Legal & General, LV=, LV= (Personal Sick Pay), VitalityLife (Comprehensive)
Silver Medals: The Exeter (Pure Protect), Royal London, Vitality Life (Primary)
Bronze Medals: AEGON, AIG, Zurich

Product features considered as part of the overall Income Protection rating: Incapacity Definitions, Claims Statistics, Claims Processes, Rate Availability, Sum assured Limits, Added Value Benefits, Deferred Periods, Linked Claims, Return to work Benefits, Indexation and Age Limits.

Business Protection

Gold Medals: AIG, Royal London and Zurich

Silver Medals: Legal & General, LV= and Vitality Life

Bronze Medals: AEGON and Aviva

Product features considered as part of the overall Business Protection rating: Business Protection Support, Trusts, Financial Evidence, Preferential Service Standards, Immediate Cover, Added Value Benefits, Guaranteed Insurability Options and Application Process.

Relevant Life

Gold Medals: AIG, Legal & General, Royal London, VitalityLife and Zurich

Silver Medals: Aviva & LV=

Bronze Medals: AEGON

Product features considered as part of the overall Relevant Life rating**:** Business Protection Support, Financial Evidence, Trusts, Added Value Benefits, Sum Assured Limits, Continuation Options, Exclusions, Guaranteed Insurability Options and Application Process.

Adam Higgs, Adviser Services Head of Research at F&TRC, said: "Income Protection, Business Protection and Relevant Life products are hugely important products, however for many reasons less of these policies are put in force than life and critical illness. The ratings and fact sheets look to help advisers better understand some of the more important features of such policies and the differences between provider offerings."

Adviser firms can access the full ratings and individual provider factsheets for free at www.advisersoftware.com together with F&TRC's Quality Analyser Product & Proposition comparison software.

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Notes to editors

About F&TRC
Established in 1995, the Finance & Technology Research Centre (F&TRC) is a specialist research consultancy.

The company has four key areas of activity:

- Facilitating industry collaboration in the life assurance and long term savings industries via a range of forums which bring together leading players from manufacturing, distribution and support services to identify where working together can achieve better outcomes for consumers and the industry
- Research and benchmarking through the delivery of software and ratings to help financial advisers compare the quality of financial products, available at www.advisersoftware.com
- Insight reports which focus on key strategic issues such as the future of financial advice and how organisations can enhance the quality of their services to consumers
- Bespoke consultancy on any of the above