

September 10, 2018

Adam Higgs comments on today's Zurich Protection announcement

Statement from Adam Higgs, F&TRC Adviser Services Head of Research, on Zurich's new Protection product upgrades issued today.

"This is perhaps the widest product launch of the year so far as Zurich have overhauled not only their Critical Illness proposition, but their Income Protection and Life only offering also.

"For Income Protection and Critical Illness, Zurich have followed others by providing a comprehensive and cost-effective proposition with their Select and Core offerings. I am particularly pleased to see them tackling the short-term Income Protection market with a two-year benefit option. They have also added a number of added value benefits such as Trauma benefit, family care benefit, hospital stay benefit and funeral cover.

"For critical illness they have vastly improved their definitions and added a number of high incidence conditions for both adults and children to their select offering that make them competitive with the big players in the market.

"Zurich now offers the type of flexibility that means that their plans can be bespoke exactly to the client's needs and deliver high quality protection."

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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