



BUSINESS PROTECTION – FINANCIAL UNDERWRITING, INCLUDING LIMITS.

Financial underwriting is ensuring that the benefits asked for are not excessive in relation to the client's personal circumstances.

If the total sum assured exceeds the limits in the following tables, the financial evidence will always be required before any terms can be issued and should be submitted with the application.



LIFE ONLY SUM ASSURED	EVIDENCE REQUIRED
Up to £800,000	Nil
£800,001 – £1,500,000	<p>Simplified Financial Information form – which requests details of the applicant's:</p> <ul style="list-style-type: none"> • earnings • net worth • any existing cover • if Key Person 'last year's profit'
£1,500,001 – £2,000,000	Business Assurance Questionnaire (BAQ) – signed by applicant
Over £2,000,000	<p>Our minimum requirements below are needed for all applications.</p> <ul style="list-style-type: none"> • BAQ signed by applicant • 2 years reports and accounts • Loan related – CLOL required • Share (or Partnership) protection - BAQ to be countersigned by an independent third party

Please note that more supporting evidence may be requested as part of the underwriting assessment.

CRITICAL ILLNESS COVER SUM ASSURED	EVIDENCE REQUIRED
Up to £500,000	Nil
£500,001 - £800,000	<p>Simplified Financial Information form – which requests details of the applicant's:</p> <ul style="list-style-type: none"> • earnings • net worth • any existing cover • if Key Person 'last year's profit'
£800,001 – £1,500,000	Business Assurance Questionnaire (BAQ) – signed by applicant
£1,500,001 - £3,000,000	<p>Our minimum requirements below are needed for all applicants.</p> <ul style="list-style-type: none"> • BAQ signed by applications • 2 years reports and accounts • Loan related – CLOL required <p>Please note: If the Total and Permanent Disability definition is 'own' occupation then the maximum cover is £2 million.</p>
Over £3,000,000	Not available

Key:

Please note that additional supporting evidence may be requested as part of the underwriting assessment.

BAQ – Business Assurance Questionnaire. We will also consider factfind (BFR) if available and includes sufficient detail.

CLOL – Copy of loan offer letter. This can be replaced with the latest statement of loan interest for in force loans.

Third party – accountant, solicitor, bank manager (i.e. independent of the sales process).

Supporting evidence on business covers – this could include a full background report detailing the need for cover and explaining any unusual factors, applicant's CV, business plan with projections, company valuation etc.