

2015 BUSINESS PROTECTION RATINGS

OVERALL RATING

AIG achieved a Gold Rating for their overall proposition. They stand out from the crowd for 'Business Protection Support', 'Trusts', 'Financial Evidence', 'Preferential Service Standards' 'Immediate Cover', 'Added Value Benefits', 'Guaranteed Insurability Options' and 'Application Process'.



RATINGS FOR SPECIFIC AREAS WITHIN PROPOSITION



Business Protection Support: The AIG business protection team are made up of senior underwriters that have a detailed understanding of trust and corporate law, accounting practices and corporate tax. Each case is allocated a specific member of the team to help the adviser. AIG also offer a full range of training to advisers including case studies, online videos and webinars and fact sheets and provide a range of busi-



Trusts: AIG provide online facilities for advisers to complete the trust documentation. Both double and single cross options are available and AIG are the only insurer that provide a signature free process for business protection trusts



Financial Evidence: AIG do not require any financial evidence until the sum assured exceeds £2,500,000 when they will request a financial questionnaire. If a financial questionnaire is requested the company can speak to an underwriter directly via telephone without the need for manually completing the form. Proof of earnings or proof of loans are not required until the sum assured exceeds £3,500,000. AIG will accept 3 months payslips, the most recent P60, a letter from the accountant or a copy of the



Preferential Service Standards: AIG do not apply a minimum sum assured for business protection cases to benefit from preferential service standards. Where a medical is required AIG prioritise business protection cases and offer fully flexible appointment times at a time and location of the life assureds choosing. AIG will also contact the life



Immediate Cover: Once the completed application form is received AIG will provide instant cover of up to £3,500,000 without needing to receive a direct debit mandate, financial evidence or payment. Immediate cover is not offered where the application is in place to replace an existing policy or where multiple applications to different insurers



Added Value Benefits: Second Medical Opinion services and Terminal Illness are offered to Business Protection customers with no restriction within the last 12 months for the terminal illness. Business Legal Advice and recruitment services are not offered.



Guaranteed Insurability Options: Guaranteed insurability options for an increase in the value of a key person, increase in value of partner/shareholder and increase in loan value are offered. The maximum increase is limited to 50% of the original sum assured to a maximum of £75,000. AIG are one of the few insurers that offer guaranteed insurability options to rated cases as long as there has not been a rating over plus 100%



Application Process: AIG offer a signature free application process that will automatically remove features unavailable due to medical or other disclosures informing the adviser to the reason why. If a case is submitted with medical disclosures that may affect the premium, AIG will provide an estimated premium and changes to the application can be made online at any time up until the policy is put in force.