



## LIFE COVER LIMITS

### Financial Underwriting Limits

To give you a quicker and more comprehensive response, you need to be sure you have all the appropriate facts and figures before beginning the proposal process. With that in mind, **we've identified the key information we need to give you a timely underwriting response.**

Personal Protection & CAT Liability Cover	
Amount	Requirement
Up to €1.5 million	Proposal form only
From €1.5 million to €3 million	Personal Financial Questionnaire
Excess €3 million	Personal Financial Questionnaire – signed by an independent third party <sup>1</sup> , P60 and Individual Consideration.

Keyman/Co.Directors/Partnership/Share Cover	
Amount	Requirement
Up to €1.5 million	Proposal form only
From €1.5 million to €3 million	Business Financial Questionnaire
Excess €3 million	Business Financial Questionnaire – signed by an independent third party <sup>1</sup> , company accounts and Individual Consideration.

Loan Cover	
Amount	Requirement
Up to €1.5 million	Proposal form only
Excess €1.5 million	Copy of the loan offer

Where the information provided proves inadequate to justify the financial need for the product, Royal London's Underwriting Team retains the right to request any further financial evidence which may be deemed necessary.

All information valid 30/11/14.

<sup>1</sup> An independent third party is a person who is independent from the sale of the policy e.g. the client's accountant or solicitor.

# YOU KNOW YOUR CLIENT...

**You know your client best.** You'll often be aware of pertinent information which would help to build a comprehensive profile of your client. We have given some samples below of Supplementary information which, if you have to hand, would be very **helpful in aiding the financial underwriting process.**

Here's what we need to know...	
Reason for cover and...	
<b>Mortgage/Loans</b> <ul style="list-style-type: none"><li>• Copy of the loan offer</li></ul> <b>Family Protection</b> <ul style="list-style-type: none"><li>• Number of dependents</li><li>• Occupation of partner</li><li>• Salary</li><li>• Liabilities</li><li>• Assets</li><li>• Details of existing family protection cover</li></ul> <b>Keyperson</b> <ul style="list-style-type: none"><li>• Why is this person key to the business?</li><li>• Years experience</li><li>• Salary</li><li>• What market is the company involved in?</li><li>• How old is the company?</li><li>• Is the company profitable?</li><li>• Details of existing keyperson insurance in place for the company</li></ul>	<b>Company Directors</b> <ul style="list-style-type: none"><li>• Type of company</li><li>• Shareholding</li><li>• How many directors?</li><li>• Are they all insured?</li><li>• Value of the company</li><li>• Is the company profitable?</li><li>• Details of existing protection cover in place for directors</li></ul> <b>Partnership</b> <ul style="list-style-type: none"><li>• Value of partnership</li><li>• How many partners?</li><li>• Value of each partners share in the business?</li><li>• Business involved in</li><li>• Details of all existing insurance in place for each partner</li></ul> <b>CAT cover</b> <ul style="list-style-type: none"><li>• Important to obtain the details of the individual's net worth</li><li>• Details of total assets and liabilities</li><li>• Value of property to be willed</li></ul>



## Royal London

Royal London House, 47 St Stephen's Green, Dublin 2  
T: 01 429 3333 F: 01 662 5095 E: [service@royallondon.ie](mailto:service@royallondon.ie)  
[royallondon.ie](http://royallondon.ie)