



From Karen's desk

Unlocking the value of Sanlam's new Income Protector for your client

#9 Did you know?

Some of your clients may benefit from Sanlam's new Impairment Income benefit

Our new Impairment Income benefit is suitable for clients who do not qualify for occupational disability cover, but do qualify for impairment cover, **like pilots, students, housewives and pensioners** – assisting them with the costs of living with an impairment.

The benefit provides impairment cover for a **comprehensive list of body systems**, ensuring that your client will be covered for a wide range of severe as well as relatively less severe events. Functional, as well as physical permanent impairment events are included, including a catch-all/frail care event, all of which provide a **steady monthly payout until the end of the benefit term, or for life** if a whole life benefit was selected. The benefit also provides a much-needed pay-out for certain **joint replacement and trauma events**, which are temporary in nature, for a defined period following the event.

Proof of loss of income is not required in order to claim and **no waiting period** applies – payment is made as soon as the claim event definition is met, subject to a survival period of 10 days.

Our **Spouse Protector, Child Protector and Lump Sum Conversion Option rider benefits** are all available as an optional add-ons to the Impairment Income benefit, further enhancing the client value proposition.



Case study

Mrs C is a housewife who has been diagnosed with severe white blood cell disorder. Her illness meets the contractual definition of a 100% impairment claim event under her Impairment Income benefit.

If the benefit was taken with a cease age, payments will stop at the chosen cease age, but if she has the whole life option of the benefit, payments will continue for the remainder of her life (at 100% of the cover amount until age 70 and at 50% of the cover amount thereafter).

While the claim is in payment the premiums on the plan will also be waived.

The Impairment Income benefit can be coupled with our **Comprehensive Impairment lump sum benefit** to address a client's income as well as lump sum needs.



For more information about **Sanlam's enhanced Income Protector range**.

[CLICK HERE](#)

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