

# Requesting Quotes - Income Protection

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For Income Protection, you must either select the age at which the cover ceases, or specify a term of cover, by clicking either the **Cease** or the **Term** buttons. In the example below, **Cease** had been chosen so you must indicate the age of the client when the benefit is due to cease (**Cease Age**). The required **Monthly Benefit Amount** the client wishes to receive can be entered, in whole number of pounds.

However, if this field is left empty, each provider will return a quote showing the maximum benefit based on the clients annual earnings.

Various **Deferment Period** options are available – you may select one or more of these by clicking the appropriate one(s) to make you highlighted up to a maximum of three. Any more than this number and an error will be displayed. This will give comparison quotes for the deferred periods selected. (Note that not all providers cater for all of the deferment options).

The screenshot shows the Synaptic Webliner interface for requesting an Income Protection quote. At the top, there is a navigation bar with a 'Quote' button, a search bar, and a user profile for 'Amy Wood'. A purple banner at the top center reads: 'If you require any assistance, please contact our support team. Email: support@synaptic.co.uk or call 0800 164 5463'. The main content area is titled 'Income Protection' and contains two sections: 'Product details' and 'Product features'. In the 'Product details' section, the following options are selected: 'Quote for' Life one, 'Driven by Cease age or Term' Cease, 'Cease age' 60 years, 'Premium frequency' Monthly, 'Stepped benefit' No, and 'Deferment period(s) required' 13 weeks. The 'Monthly benefit amount' field is empty, with a note: 'Leave blank for maximum benefit based on earnings'. In the 'Product features' section, 'Increasing benefit?' is No, 'Guaranteed rates?' is Yes, and 'Reviewable rates?' is Yes. At the bottom of the form, there are 'Quick Commission', 'Back', and 'Next' buttons.

If the annual earning has not been recorded for a client, once the **Next** button is selected on the Income Protection input page, a message will appear:

## Annual Earnings for Client A

Income protection requires a value for annual earnings.

Please enter annual earnings for Test Client:

£

OK

Cancel

Record the client's annual earnings and click **OK**.