



Don't miss the 2026 remortgage opportunity: Join our upcoming webinar

With a wave of mortgage maturities on the horizon, 2026 is shaping up to be one of the biggest opportunities advisers have seen in years. An estimated 1.8 million fixed-rate mortgages are due to expire, creating a powerful moment to reconnect with clients and reassess their needs.

But are advisers making the most of this opportunity?

Reframing the role of GI in your advice process

For many advisers, general insurance (GI) still sits at the end of the journey—often squeezed in if time allows. But what if repositioning GI earlier could transform both your client relationships and your business performance?

That's exactly what Paymentshield will be exploring in their upcoming webinar "The 2026 opportunity you shouldn't ignore: Using mortgage maturities to supercharge your GI business"

Hosted by Neil Parfitt, National Account Manager, this session will show how small shifts in your approach can unlock significant value.

What you'll learn

This practical, insight-led session will cover the following:

- Where GI fits naturally into remortgage and product transfer conversations
- How introducing GI earlier can improve customer outcomes and financial resilience

- Ways to build stronger, more trusted client relationships
- Practical techniques to grow your income without adding extra workload

You'll also gain a fresh perspective on how everyday client conversations can deliver more value—both for your clients and your business.

Why this matters now

With millions of clients set to review their mortgages, advisers who adapt their approach now will be best placed to stand out.

Reframing when and how GI is discussed isn't just about increasing uptake—it's about:

- Creating more meaningful advice journeys
- Building long-term trust
- Delivering better, more holistic outcomes for clients

In short, it's an opportunity to move GI from an afterthought to a natural, valuable part of your advice process.

Event details

Date: Thursday 18 June

Time: 11am

Secure your place

If you're looking for a smarter, more effective way to approach GI in 2026, this is a session you won't want to miss.

[Register today](#)