Higher-value underwriting: Securing better outcomes for clients

As demand for high-net-worth protection grows, the focus is shifting towards a more collaborative approach between advisers and underwriters, helping to secure better client outcomes.

Rising demand for high-net-worth (HNW) protection, driven in part by reforms to the inheritance tax (IHT) regime, means more advisers are handling larger, more complex cases. But as that opportunity grows, so too do the demands placed on advisers.

For advisers, the challenge is not just placing cover but getting the structure and approach right in cases where medical, financial and planning considerations all come into play.

“High net worth protection isn’t a single type of case – it can be for IHT cover, business protection, mortgage or family cover,” says Andy Roberts, head of specialist propositions at Zurich UK. “What links them is the scale, and the importance of understanding what the cover is designed to achieve.”

Read more here: https://www.zurichintermediary.co.uk/advice-matters/higher-value-underwriting?WT.mc_id=content_stratpartner_content_&utm_source=stratpartner&utm_medium=content&utm_campaign=content