Are your customers still covered for the life they live today?

Regular protection reviews can help ensure existing arrangements remain aligned to customers' needs, while reinforcing the ongoing value of advice.

A protection policy arranged years ago may not reflect a customer's needs today. Changes to income, mortgages, family circumstances and future plans can all create gaps in protection that only come to light through regular reviews.

Our latest article explores the key moments that should trigger a review, the questions advisers should be asking, and how existing policy features, including Zurich's Milestone Benefit, could help customers adapt their cover as life changes.

Continue reading [here]