

Mortgage Protect and the gap in the mortgage conversation

National Friendly has launched Mortgage Protect which has been designed to help you discuss short-term protection during a mortgage or remortgage application, providing another opportunity to protect your clients and grow your business.

Where the gap appears –

Arranging a mortgage involves decisions about affordability, rates and repayments. When those are settled, protection can feel like one more complex conversation, however a mortgage payment does not pause if illness or injury stops someone working.

Traditional income protection can provide broad, long-term cover, but its application and underwriting process may not fit every client or every mortgage journey. Some clients need a simpler way to consider how they would meet their repayments during a shorter period off work.

A mortgage application is a good opportunity to consider how payments would be met if illness or injury interrupted earnings whilst a remortgage offers clients a chance to revisit their monthly commitment even if they have owned their home for years. For advisers, it offers a natural point to ask what would happen if earnings stopped temporarily.

Protection built around the household –

At National Friendly, we designed Mortgage Protect around that commitment. It is available to eligible clients making an active mortgage or remortgage application. The monthly mortgage benefit can be set between £250 and £2,500, with the option to add up to 20% for other household costs because food, energy and other bills still need paying when income falls.

This option recognises that a mortgage payment is only part of household resilience. A repayment may be covered, but the same interruption to income leaves everyday essentials exposed which we want to help protect.

A simple approach for your clients –

There are no health or lifestyle questions and no medical underwriting at application, with eligibility extending across a wide range of occupations. Clients can choose a 30, 60, 90 or 180-days waiting period and a claim period of 3, 6 or 12 months. This gives advisers a straightforward way to discuss protection alongside the mortgage, while allowing clients to weigh the cover against their needs and budget.

Keeping the protection conversation straightforward –

Mortgage Protect specifically covers inability to work due to illness or injury. Claims relating to pre-existing medical conditions are subject to an 18-month moratorium and the mortgage benefit is validated at claim stage. Premiums are reviewed every three years and may change.

Mortgage Protect was created to make a useful protection conversation possible at a point when it could be missed. By starting with the mortgage payment and recognising the household costs around it, we can help advisers and clients consider short-term support that reflects how financial pressure is felt in real life.

To find out more about how Mortgage Protect could support your clients and your business, [visit Mortgage Protect](#).