Mortgage Brokers & Income Protection: Tackling the Myths

If you think mortgage brokers don’t recommend income protection, think again.

Our analysis shows that **52% of all income protection applications** were advised by mortgage brokers.

What do their customers look like?

**Customer Age**
- 38% Aged 30-39
- 42% Aged 20-29

**Customer Gender**
- 44% Female
- 56% Male

**Income**
- 23% have an income between £30,000 and £39,999
- 36% have an income between £20,000 and £29,999

**Occupation**
- 17% work in administrative occupations
- 30% work in professional occupations
- 11% work in skilled trades

**Most Common Deferred Period**
- 30% 13 Weeks
- 36% 4 weeks

**Benefits Included in Multi-Benefit Applications**
- Income Protection, Income Protection and Mortgage Protection
- Income Protection, Life with Critical Illness and Income Protection
- Income Protection, Income Protection and Mortgage Protection

What does a typical recommendation include?

**Benefits Per Month**
- £1,499 Male
- £1,318 Female

**Most Common Multi-Benefit Applications**
- 21% Mortgage Protection, Life with Critical Illness and Income Protection
- 14% Income Protection and Mortgage Protection
- 11% Income Protection, Income Protection and Mortgage Protection

Average Commission

**£841.90**
For a Single Income Protection Policy

**£2,448.90**
For a Multi-Benefit Policy (including income protection)

Income Protection Awareness Week