



Product Quick Guide

Income protection from the *original* provider

The Holloway Principle

Holloway Friendly was founded in 1880 based upon the principles of George Holloway the welfare and reforming MP for Stroud. Holloway Friendly and the contract that bears its name was the 'original' to use the concept of income protection incorporating a lump sum at retirement, hence the generic term 'The Holloway Contract'.

The Society is a mutual organisation owned entirely by its members. Therefore all profits belong to the membership. The Society now has thousands of members, all enjoying the benefits of mutuality.

Benefits

Holloway Friendly's Income Protection Plans offer the following benefits:

Classic & Classic Plus

- No Occupational Premium Loadings
- No Gender Premium Loadings
- No Smoker Premium Loadings
- Benefit payable from 'Day One' (Classic Plan only) or a choice of deferment periods
- Choice of retirement ages from 50 to 65 inclusive
- Level or inflation proofed benefit
- Potential tax-free cash sum at the chosen retirement age

Purely IP

- Guaranteed premiums
- No Investment Element
- Own occupation definition of incapacity
- Benefit payable from a choice of deferred periods
- No Occupational Premium Loadings
- No Gender Premium Loadings
- No Smoker Premium Loadings
- Rehabilitation / Proportionate Benefit
- Terminal Illness Benefit
- Career Break
- Choice of retirement ages from 50 to 65

Benefit Entitlement

The benefit paid will be based on pre-incapacity earnings.

- If your client is employed their income is their pre-tax earnings for PAYE
- If your client is self employed their income is calculated as their share of pre-tax profits from their business

Income received from state benefits, savings and investments are not taken into account, but continuing income from employment or other health related insurance payments will be.

Dividends

If your client is in receipt of dividend payments as part of their income, these can be included in our maximum benefit payable calculations provided those dividend payments are not declared when they are unable to work owing to illness or an accident.

Evidence of Earnings

We will require proof of your client's earnings in the event of a claim for illness or an accident in order to verify the level of benefit entitlement.

This evidence of earnings could be, but is not restricted to the following:-

- Employed: Original payslips and most recent P60 for the 12 month period prior to incapacity.
- Self employed: Latest business accounts and/or Inland Revenue tax computations/returns for the 3 years prior to incapacity and/or other documents we consider necessary.

Underwriting Medical Information

Holloway Friendly does not ask you to collect medical information instead we provide a tele-interviewing service to you and your clients known as Big T.

Interviewing using Big T significantly reduces any incidences of non disclosure whether by negligence or lack of awareness. Considerably more information (up to 70%) can be obtained thereby reducing the need for any further medical evidence or reports and the risk can be assessed a lot quicker and with greater accuracy. Further information on tele-interviewing for you and your clients is available here : www.holloway.co.uk/documents

Hazardous Pursuits

All hazardous pursuits will be given individual consideration. As long as the pursuit is not on a professional or semi-professional basis we will consider it. The decision as to whether an exclusion would be applied would be based on the level of benefit required, the deferment period, the pursuit undertaken, the frequency and whether your client has had any injuries relating to that pursuit.

Hazardous pursuits are not necessarily routinely loaded or excluded from any of our plans however the following will be excluded from the Classic Plus & Purely IP Plan:

- Taking part in competitive horse riding or training for such events
- Motor sports (participation in more than 3 events including training per year)
- All forms of mountaineering
- Scuba diving (depth greater than 30 metres more than 2 times per year)
- Any form of wreck or cave diving
- Semi professional competitive sports such as Rugby
- Hang Gliding or similar pursuits

This list of hazardous pursuits will be reviewed from time to time.

Medical Premium Loadings

A medical loading could be applied to the premium or a reduced benefit can be offered to maintain the original premium quoted if your client requires.

Declined Applications

The decision to decline an application will be based on the information received from your client and their GP. Holloway Friendly may be unable to disclose specific reasons for the declination. If your client wishes to gain further information they should request a copy of the report that we would have received from their GP. Once they are in receipt of the GP's report they can contact our Underwriting Department should they have any further queries.

Restricted Plan End Dates

Certain occupations have a restricted plan end date by age e.g Dentist 55, Fireman 50, HGV drivers and heavy manual occupations 60. A full list is available on page 3 of this guide.

Further Information

This document is provided as a summary of our plans and should be read in conjunction with product specific KFD's, details of which can be found on our website: www.holloway.co.uk.

A Quick Guide To Our Plans



	Classic Plan	Classic Plus Plan	Purely IP Plan
Contract Type	Traditional with profits	Traditional with profits	No investment element
Min/Max age at entry	18/54	18/54	18/54
Min Term	10 years	10 years	10 years
Retirement Age	50 to 65	50 to 65	50 to 65
Deferment Periods	Day 1, 4, 13, 26, 52 Weeks	4, 8, 13, 26, 52 weeks	Day 1, 4, 8, 13, 26, 52 weeks
Max Benefit % Income	60%	50%	50%
Level Benefit in Claim	No, 50% reduction after 52 weeks	Yes	Yes
Max Benefit	£36,400 pa or £700 pw	£26,000 pa or £500 pw	£26,000 pa or £500 pw
Definition of Incapacity	Own entirely	Own for 104 weeks then Own or Reasonably Suited	Own for 104 weeks then Own or Reasonably Suited
Premiums guaranteed or reviewable	Reviewable. Increase every 4 years after age attained 30	Guaranteed to rate table. Age related increase each year on Jan 1st	Guaranteed to rate table. Age related increase each year on Jan 1st
Escalation	To a max of 10% RPI	To a max of 10% RPI	To a max of 10% RPI
Waiver of Premium	None	After 52 weeks of claim	After 52 weeks of claim
Initial Commission	140% online 125% paper	140% online 125% paper	140% online 125% paper
Renewal Commission	3%	3%	3%
Claw back Period	36 mths	36 mths	36 mths

Further Information on our Income Protection Plans is Available from www.holloway.co.uk

Restricted Plan End Dates

We endeavour to offer policies to as many occupations as possible. To allow us to do this we have to restrict the plan end dates on certain occupations. These occupations and the maximum plan end date are noted below.

Air Traffic Controller	55
Airline Pilot	55
Ambulance Driver	60
Announcer, radio/TV	55
Bulldozer Driver	60
Bus Driver	60
Coach Driver	60
Commentator-no overseas travel etc	55
Commercial pilots	55
Croupier	50
Dancing teacher	55
Dental consultant	55
Dental Practitioner	55
Dentist	55
Disc Jockey (Resident only.Not mobile)	55
Driver-HGV	60
Driver-PSV	60
Driver-construction	60
Driver-delivery	60
Driver-tractor	60
Driver Examiner	55
Driver Instructor	55
Firefighter-fire service	50
Fork Lift Truck Driver	60
Haulage Contractor	60
Health & Fitness Club Trainer	55
Heavy Goods Vehicle Driver	60
Leading Fireman	50
Light Goods Vehicle Driver	60
Newsreader	55
Orthodontist	55
Paramedic Driver	60
Postal Courier Driver	60
Radio/TV Announcer/Presenter	55
Residential Care Worker	55
Road Patrolman/Breakdown Recovery Person	60
Tanker Driver	60
Taxi Driver	60
Van Driver	60

Using Holloway Friendly Quotations

Client specific quotations can be obtained through our website at www.holloway.co.uk

If you have not registered with us before, you need to request a reference number.

This is quick and simple and can be done through our website as follows:

- Select 'Get Quote' from the menu
- Click 'Help' located to the right hand side of reference number.
- Complete login help form and send

You will receive your individual reference number and password to use our on-line services by email. Login help requests are emailed within an hour during normal working hours. All requested quotations via the web will be stored on-line, enabling you to review, print or process at a time of your choosing.

Benefits of Electronic Business Submission

Our preferred method of business submission is electronic.

- Electronic proposal submissions of validated Application forms will speed up the business process and also qualify for enhanced commission rates
- The ability to store partially completed proposal
- Forms on-line for completion at a later date
- Ease of access to stored quotations and proposals via password protected facility
- Submitted proposals will be stored on-line and accessible in pdf format for your convenience

We will still require a signed declaration form and direct debit mandate for all applications submitted via the website.

Variations to existing plans are not supported on-line, these must be quoted for and submitted via Holloway Friendly's Head Office.

Additional On-line Services Proposal Tracking

You can keep track of your client's application during the underwriting process through our Proposal Tracking System. It can also be used to view a history of all business previously submitted.

Commission Tracking

The commission tracking system enables you to keep track of your commission payments and also review your potential clawback liability during the 36 month earnings period.

Document Library

Many useful forms and sales aids can be found in or downloaded from the document library including Key Features, Application Form, Terms of Business, Claims Charts and Guidance Notes.

www.holloway.co.uk

Policy Tracking

Enables you to monitor policies to which you have servicing rights.



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