

Relevant Life Insurance with employee significant illness



Adviser Testimonial - James Brown, Openwork

James is a Financial Adviser in Glasgow, advising clients on their financial planning needs. Some of his client base includes business owners and company directors, which is where Relevant Life is particularly suited.

James recommended the Aviva Relevant Life product to one of his clients due to the Employee Significant Illness benefit that can be added to the cover. This provides protection for more serious forms of ill health compared to critical illness, providing financial support in the event of a condition covered by the policy leading to retirement or anticipated retirement.

Sadly, the client had a sudden onset of symptoms and was unexpectedly diagnosed with advanced cancer, meaning he was unable to continue working in his role as a company director.

“My client had a positive claim experience with Aviva, which was invaluable for himself and his family and exactly what

they needed at a difficult time. His claim was paid quickly and with no fuss, meaning they didn’t have to worry about the financial side of things when so many other things were going on.”

Since then, James has become an advocate of Aviva’s cover because of the strength of the proposition combined with the claims experience. For this reason, he has migrated other existing Relevant Life business to Aviva.

“Going forward, I’ll be recommending Aviva’s Relevant Life product to my other clients. This claim has shown that anyone can become ill at any time, it’s essential for them to have the appropriate protection in place with a provider that makes it as easy as possible.”

Key facts

If your employee – the life covered – dies whilst you have a relevant life policy, we’ll pay out a lump sum.

You can also choose to provide life and employee significant illness cover. This means we’ll pay if the life covered meets the definition for one of our defined employee significant illness conditions during the policy term, survives for at least 10 days and the condition results in the retirement or anticipated retirement of the life covered.

Both kinds of cover include terminal illness cover. This pays a lump sum for a diagnosis of terminal illness where the life covered is not expected to survive for more than 12 months.

The money paid out from Relevant Life Insurance must go to an individual or charity.

During the policy term, you pay us money every month – your premium. If you stop paying your premiums or cancel the policy, your employee won’t be covered, and you won’t get any money back. It will only pay the cover amount once. So when we’ve paid a claim, the policy will end.

The policy has no cash-in value at any time.

For more information about this product, please speak with your financial adviser.

They will also be able to provide you with the policy summary and policy conditions which have further information and details of when we would pay out.

Example case studies

The case studies below are examples of claims that could be paid under Relevant Life insurance with employee significant illness.

Please note these are fictitious and any claims made would depend upon the personal circumstances of your employee. In order to meet our definition and be able to claim under employee significant illness, the life covered will need to confirm their intention to retire from their current role.

NB. The employee can still claim under employee significant illness and return to a ‘lesser’ role, but not to their current occupation.



Mr A Example, 42, Sales Director

Mr Example retired from his position after claiming under the ESI condition ‘Severe Heart Condition’.

Mr Example suffered a heart attack and has since found himself becoming breathless easily and suffering from fatigue, even at rest. His Cardiologist conducted some tests and found the damage done by his heart attack has reduced his rejection fraction to 40%, meaning he has less oxygenated blood in his body. The Cardiologist has advised Mr Example that the condition is permanent and whilst his symptoms can be managed to an extent, he will be unable to carry on in his job.



Mrs A Example, 43, Partner in an accountancy firm

Mrs Example retired from her position after claiming under the condition ‘stroke’. This met the definition of an ESI claim as she had to retire from her current role.

Mrs Example had a stroke and was left with permanent symptoms, including speech problems and continued weakness in her left side. This made it difficult for her to continue interacting with her daughter in the same way. The effects of her disabilities after her stroke and the restrictions they had on her lifestyle caused anxiety and depression. After receiving professional counselling support she realised that she wanted to work again. After 6 months off and with the appropriate ongoing treatment, she was able to return to work on reduced hours in a less senior role.