

PROTECTION QUESTIONNAIRE

SECTION 1 - INTRODUCTION

	1st Applicant	2nd Applicant
Client Name(s)		
Form of Meeting (Face to Face/Telephone/Email/Zoom)		
Client Support - Vulnerable Characteristics? (if Yes, complete details in Section 16)	Y N	YN
Was the client(s) accompanied in meeting? _(if so, who with?)	Y N	YN
Client Objectives & Priorities? State here in the clients own words the main purpose of the meeting: "FOCUSED" – focus on just one or two type(s) of cover, such as Mortgage Protection, Family Protection or IHT Planning, etc. Or "HOLISTIC" – Full Protection Review, Interim Review, Life/Circumstances Change, etc.	Focused Holistic Main Purpose of Meeting	Focused Holistic Main Purpose of Meeting

SECTION 2 - PERSONAL DETAILS

	1st Applicant	2nd Applicant
Title		
Forename(s)		
Surname		
Date of Birth		
Age		
Gender		
Marital Status		
Nationality		
Country of Residence		
Retirement Age		
Daytime Telephone Number		
Email Address		
Dependants? (Name, Age or DoB, Relationship)		



PROTECTION QUESTIONNAIRE

SECTION 3 - ADDRESS DETAILS

	1st Applicant	2nd Applicant
Current Address (inc postcode)		
Residential Status (Owner Occupier / Renting / With Parents)		
(owner occupier / Kenning / With Farence)		
Previous Residential Address (if lived at present address for less than 3 years)		

SECTION 4 - OCCUPATION & INCOME DETAILS

	1st Applicant	2nd Applicant
Main Occupation Status (Employed or Self-Employed)		
Job Title		
Form of Employment (Full Time / Part Time / Contractor / Temp / Unemployed / Education / Home Person)		
Name of Employer or Business		
Basic Annual Salary (Gross)		
Overtime/Bonuses/Commission/Allowances		
Net Monthly Income (A)		
Dividends, latest annual		
Net Profits, latest annual (@ %age of shareholding)		
Net Monthly Income Equivalent (Divi's or NP's/12) (B)		
OTHER MONTHLY INCOME		
2nd Job/Employment Income (per month)		
Pension Income (Occupational or Personal Pension)		
State Pension (monthly equivalent)		
Investment Income		
Rental Income (net)		
Maintenance/Alimony		
State Benefits (Amount, Type)		
Miscellaneous Income		
Net Monthly Other Income (C)		
TOTAL NET MONTHLY INCOME (A+B+C)		



PROTECTION QUESTIONNAIRE

SECTION 5 - EXISTING EMPLOYEE BENEFITS OR BUSINESS PROTECTION

	1st Applicant	2nd Applicant
EMPLOYEE BENEFITS		
Sick Pay - SP (Amount: % of Salary or in £, Duration, Term)		
Income Protection - IP or PHI (Amount: % of Salary or in £, Duration, Term)		
Death In Service – DIS (Amount: in £ or Multiple of Salary, Duration, Term)		
Group Private Medical Insurance – PMI		
BUSINESS PROTECTION (if applicable)		
Relevant Life Cover (Amount: in £, Term, Premium)		
Key Person Cover (Amount: in £, Term, Premium)		
Shareholder Protection Insurance (Amount: in £, Term, Premium)		
Business Loan Protection (Amount: in £, Term, Premium)		

SECTION 6 - LIABILITIES - MORTGAGE & CREDIT COMMITTMENTS

Main Residence Mortgages, Buy to Lets, Credit Cards, Personal Loans, HP, Car Finance, Secured Loans, Further Advances, Bank Overdraft, etc...

Client 1, 2 or joint	Type of Finance	Finance Provider	Balance o/s	Months o/s	Monthly Payment	Secured
			£		£	YN
			£		£	YN
			£		£	YN
			£		£	YN
			£		£	YN
			£		£	YN



PROTECTION QUESTIONNAIRE

SECTION 7 - EXISTING PROTECTION POLICIES

	Policy 1	Policy 2	Policy 3	Policy 4
Life / Lives Assured				
Type of Policy				
Purpose of Policy (family, mortgage, business, etc.)				
Insurance Company				
Amount of Cover	£	£	£	£
Monthly Premium	£	£	£	£
Are Premiums Guaranteed or Reviewable				
Start Date				
Original Term				
Remaining Term or End Date				
Deferred Period (IP only)				
Written in Trust (if yes, please state beneficiaries)	Y N	YN	Y N	YN
Any health issues since you incepted this policy(ies) (if yes, please state)	YN	YN	YN	YN



PROTECTION QUESTIONNAIRE

SECTION 8 - MONTHLY EXPENDITURE - BUDGET PLANNER

Note: Please include the equivalent monthly figure if you pay weekly, quarterly or annually. Use the content of bank statements for accuracy.

	1st Applicant	2nd Applicant
Total of Continuing Credit Commitments inc, mortgage (total from SECTION 6 above)	£	£
Rent / Board	£	£
Council Tax	£	£
Gas / Oil	£	£
Electric	£	£
Water	£	£
Mobile Phone	£	£
TV / Broadband	£	£
Property Maintenance (Service Charge, Ground Rent, etc.)	£	£
Building & Contents Insurance	£	£
Food Shopping & Household Goods (Monthly Average Spend)	£	£
Maintenance Payments / Alimony / CSA Payments	£	£
Travel (eg. train, bus, tube)	£	£
Car Costs - Fuel, Tax, MoT, Servicing, Repairs (Monthly Average Spend)	£	£
Subscriptions (e.g. gym, golf, tennis, films, magazines, etc.)	£	£
Pets (food, insurance, grooming , etc.)	£	£
Pension Contributions (non-automatic salary deductions)	£	£
Insurances – Other (e.g. life cover, car insurance, medical, dental, phone, etc.)	£	£
Private School / Education Fees	£	£
Childcare costs	£	£
Regular Savings (e.g. ISA's, savings policies, endowments, etc.)	£	£
Social / Lifestyle Costs (meals out, theatre, cinema, etc.)	£	£
TOTAL NET MONTHLY EXPENDITURE	£	£



PROTECTION QUESTIONNAIRE

SECTION 9 - DISPOSABLE INCOME - AFFORDABILITY, BUDGET & EMERGENCY FUND

	1st Applicant	2nd Applicant	or Joint
TOTAL NET MONTHLY INCOME (from SECTION 4)			
TOTAL NET MONTHLY EXPENDITURE (from SECTION 8)			
TOTAL NET DISPOSABLE INCOME (Net Income minus Net Expenditure)			
How much can you afford each month for your protection needs? (your expected budget)			
How much capital do you need to provide for potential emergencies? (e.g. 6 or 12 months total expenditure, 1 years net income, 6 months salary, etc)			

SECTION 10 - ASSETS

	1st Applicant	2nd Applicant	or Joint
Net Equity in Current Main Residence			
Net Equity in 2nd Home			
NetTotal Equity in Investment (BTL) Property			
Deposit / Savings Account			
Investments			
Pension Funds			
Other Assets			
TOTAL			



PROTECTION QUESTIONNAIRE

SECTION 11 - VITALS, HEALTH & LIFESTYLE DETAILS

	1st Applicant	2nd Applicant
Height (ft/in or cm)		
Weight (st/pds or kg)		
Waist Size (male) or Dress Size (female)		
Have you recently lost or gained weight?		
How many times a week do you exercise for at least 30 minutes		
Have you used any tobacco or nicotine products in the last year, including electronic cigarettes or vapes?		
If so, number of cigarettes/cigars per day?		
How many units of alcohol do you drink per week? (One unit = a single measure of spirits, 1 glass of wine, or ½ pint of beer)		
Have you ever been advised by a professional to reduce your alcohol intake? Lorem ipsum dolor sit amet, Have you ever taken any non-prescribed or recreational drugs? [e.g. steroids, meth, marijuana, cannabis, heroin, ecstasy, cocaine, opioids, amphetamines – ignore CBD oil]		
Do you ride motorbike? (if so, regular or occasional use; licensed & insured?)		
Doctor/GP Name and Address		

Soft Facts



PROTECTION QUESTIONNAIRE

SECTION 12 - MEDICAL FILTERS

THE NEXT QUESTIONS DETERMINE IF YOU NEED TO COMPLETE AN ADDITIONAL APPENDIX AT THE END OF THIS FORM. IF YOU ANSWER <u>"YES"</u> TO ANY OF THE FOLLOWING QUESTIONS, THEN PLEASE COMPLETE THE RELEVANT APPENDIX...

	1st Applicant	2nd Applicant	APPENDIX
Recent Health In the last 5 years have you seen a doctor or medical professional or been to hospital? (excluding minor occasional visits, such as colds, oral contraceptive, smear tests, etc.)	YN	Y N	A
Medical History Have you <u>ever</u> suffered from a serious, critical or chronic condition or diagnosis? (including mental health conditions)	YN	YN	В
Family History Has any of your natural parents, brothers or sisters suffered from a serious medical condition or died before the age of 60?	YN	YN	С
Travel or non-UK Residency Have you <u>ever</u> lived abroad or intend to do so in the future? (less than 30 days duration is excluded)	YN	Y N	D
Manual Work or Hazardous Occupations Does your job involve Manual Work or working in Hazardous Conditions? (including working at heights, underground, underwater, offshore, explosives, firearms, armed forces, aviation or sports)	YN	Y N	E
Hazardous Sports or Pursuits Do you partake in any dangerous hobbies, sports or pastimes? (skiing, snowboarding, mountaineering, flying, diving, motor sports, water sports)	YN	Y N	F

SECTION 13 - WILLS & LPA

	1st Applicant	2nd Applicant
Do you have a Will?	YN	YN
When it was last reviewed?		
Have you arranged your LPA? (Lasting Power of Attorney)	YN	YN
Is your LPA in force? (Actioned or Triggered)	YN	YN



PROTECTION QUESTIONNAIRE

SECTION 14 - BANK DETAILS - DIRECT DEBIT

	1st Applicant	2nd Applicant	or Joint
Account Name			
Bank Name			
Account Number			
Sort Code			
Preferred Premium Collection Date			

SECTION 15 - SOFT FACTS & ADDITIONAL INFORMATION



PROTECTION QUESTIONNAIRE

SECTION 16 - VULNERABLE CONSUMERS

Please tick all those that apply, or tick "**NONE**" if there are no characteristics present...

VULNERABLE CONSUMER CHARACTERISTICS

tick	No Characteristics Present		
	NONE	tick	Life Events
tick	Health Physical disability Severe or long-term illness Hearing or visual impairment Mental health condition or disability Addiction Low mental capacity or cognitive disability		Retirement Aged 75+ Bereavement Income Shock Relationship Breakdown Domestic abuse (inc economic control)
tick	Suicidal (previously) Capability Low knowledge/confidence managing finances	tick	Caring responsibilities Unemployment Being a new parent Resilience
	Limited literacy or numeracy skills Limited English language skills Limited digital skills Learning difficulties No or low access to help or support		Inadequate or erratic income Over-indebtedness Low savings Low ability to withstand emotional shocks

SECTION 17 - DECLARATION

I/we confirm that the information detailed in this form is accurate and correct. I/we understand that advice and recommendations will be made based on this information.

I/we understand that if information I/we provide is incorrect or incomplete, my/our adviser will be unable to take into account all of my/our personal circumstances when giving advice or making recommendations. This will restrict the ability of my/our adviser to provide the most appropriate advice or recommendation.

Where I/we have knowingly made false or misleading representations to my adviser or provided information which is subsequently found to be false, this may mean that my transaction will not proceed and/or that my adviser may be required to disclose that I have made such false representations. Such disclosure may be made to any provider who may consider my application or any regulatory or supervising authority.

I am/we are aware that provision of information to the adviser places me/us under no obligation to conclude any transaction.

I/we confirm receipt of the Terms of Business/Privacy Notice and agree with the terms therein.

I/we give my/our consent for this information to be used for the purpose of recommending and/or arranging protection insurance product(s) on my/our behalf.

Applicant 1	Applicant 2
Name	Name
Signature	Signature
Date	Date



PROTECTION QUESTIONNAIRE

NEEDS ANALYSIS

*** ADVISER ONLY TO COMPLETE ***

ADVISER GUIDANCE:

In this section you need to identify and confirm all the products that are suitable to cover any shortfalls (the "Needs").

For **FOCUSED** meetings this should include **just** the products that meet the intended objectives and priorities of the client. For **HOLISTIC** meetings, this needs to include <u>all</u> cover and types of policies that are available to client and meets all their shortfalls regardless of objectives.

The needs identified must be confirmed <u>without</u> taking into account affordability and budget. Following the completion of this Fact Find and your resulting research, you can then tailor your recommendations to match the clients priorities and budget.

THE FOLLOWING CONFIRMS THE COVER YOU HAVE IDENTIFIED....

	1st Applicant	2nd Applicant	or Joint
MORTGAGE PROTECTION (DTA or LTA)	Y N	Y N	Y N
Amount (£)			
Why this amount? (repay existing mortgage, cover for BTL mortgages, etc.)			
Decreasing Term or Level?			
Term (Yrs)			
Why this term? (to end of mortgage term, etc.)			
Type? (single life, joint life, individual cover/policies)			
LIFE COVER (LTA, DTA or FIB)	Y N	YN	YN
Amount (£):			
Why this amount?: (multiple of salary such as 4 or 8 x salary, repay existin debts, etc.)			
Purpose(s): (family, legacy, etc.)			
Term (Yrs):			
Why this term?: (to retirement age, until children are non-dependant, etc.)			
Type?: (single life, joint life, individual cover/policies)			
Lump Sum or Monthly Income (FIB)?:			
Intended Beneficiaries: (spouse, partner, children, etc.)			



PROTECTION QUESTIONNAIRE

NEEDS ANALYSIS

	1s	t Ap	pplic	ant	2nd	d Ap	plica	nt		or Joi	nt	
CRITICAL ILLNESS COVER (CIC)	Y		Ν		Y		Ν			Υ	Ν	
Amount (£)												
Why this amount? (repay mortgage, emergency fund, cover for BTL mortgages, etc.)												
Term (Yrs)												
Why this term? (to retirement age, end of mortgage term, etc.)												
Type? (single life, joint life, individual cover/policies)												
INCOME PROTECTION (IP)	Y		Ν		Y		Ν			Υ	Ν	
Monthly Income Amount (£)												
Why this amount? (maximum of 65% of salary or sufficient to cover all expenditure)												
Term (Yrs/to Age) (always to retirement age)												
Deferred Period? (usually to correspond with when sick pay stops, or 4 weeks if self-employed)												
Benefit Payment Period? (always to retirement age)												
WHOLE OF LIFE (WOL)	Y		Ν		Y		Ν			Y	Ν	
Amount (£)												
Why this amount? (sufficient to cover the purpose/s below)												
Purpose? (funeral expenses, inheritance tax mitigation, legacy to family, etc.)												
Type? (single life, individual cover/policies, joint life first death or second death)												
Intended Beneficiaries (spouse, partner, children, etc.)												
PRIVATE MEDICAL INSURANCE – PMI	Y		Ν		Y		Ν			Υ	Ν	
Cover Options? (all options, or out-patient cover, mental health, therapies, optical, dental, hearing, travel cover)												
Where? (consultant select, hospital list, etc.)												
Excess? (no excess, or £100, £250, £500, £1000)												
Underwriting? (full medical underwriting, moratorium, or continued medical exclusions if switching insurer)												



PROTECTION QUESTIONNAIRE

NEEDS ANALYSIS

	1st Applicant		2nd Applicant			or Joint			
BUSINESS COVER	Y	Ν	N/A	Y	Ν	N/A	Y	Ν	N/A
State type, purpose, reasons, level of cover, term, beneficiaries, etc									
OTHER COVER TYPE(S) (e.g. Gift Inter Vivos, etc.)	Y	Ν	N/A	Y	Ν	N/A	Y	Ν	N/A
State purpose, reasons, level of cover, term, beneficiaries, etc									

ADVISER TO TICK ALL THOSE THAT APPLY...

RECOMMENDATIONS

	Mortgage	Life	Income	Whole
	Cover	Cover	Protection	of Life
Do existing policy(ies) cover the Needs identified?	Y N	Y N	Y N	Y N
	N/A	N/A	N/A	N/A
Is there a shortfall in cover?	Y N	Y N	Y N	Y N
	N/A	N/A	N/A	N/A
Is it likely to be cheaper to top up existing cover	Y N	Y N	Y N	Y N
rather than cancel and replace?	N/A	N/A	N/A	N/A
Is it recommended existing cover is cancelled and replaced? (if so, complete a Replacement / Cancellation Proforma)	Y N N/A	Y N N/A	Y N N/A	Y N N/A
Are there any shortfalls that cannot be covered?	Y N	Y N	Y N	Y N
(if so, state reasons)	N/A	N/A	N/A	N/A

Notes



PROTECTION QUESTIONNAIRE

APPENDIX A - RECENT HEALTH

In the last 5 years, regardless of whether you have seen a doctor, required treatment or had time off, have you...

				•
	1st	Applicant	2nd	Applicant
Been off work for more than 2 weeks?	YES	NO	YES	NO
Received any treatment that lasted more than 4 weeks?	YES	NO	YES	NO
Are you currently awaiting the results of any medical consultation, check-up, investigation, scans or tests?	YES	NO	YES	NO
Been prescribed any drugs or been given any other treatment in the last 12 months?	YES	NO	YES	NO
A mole or freckle that has bled, caused pain or changed in appearance or any lump or growth?	YES	NO	YES	NO
Chest pain, irregular heartbeat, raised blood pressure or raised cholesterol?	YES	NO	YES	NO
Asthma, bronchitis or any other respiratory disorder?	YES	NO	YES	NO
A new unexplained continuous cough, fever or high temperature?	YES	NO	YES	NO
Tested positive or diagnosed with COVID-19, advised to self-isolate or been in	YES	NO	YES	NO
contact with someone diagnosed or suspected of having Coronavirus?				
Numbness, loss of feeling or tingling of the limbs or face, loss of balance or co-ordination?	YES	NO	YES	NO
Seizures, fits, fainting or blackouts?	YES	NO	YES	NO
Any disorder of the eyes or ears, including blurred or double vision, or impaired hearing?	YES	NO	YES	NO
(you can ignore sight problems corrected by glasses or contact lenses)				
Arthritis, back pain, sciatica, neck, knee or wrist pain or any other joint, bone or muscle disorder (including RSI)?	YES	NO	YES	NO
Any disorder of the digestive system, liver, stomach, pancreas or bowel?	YES	NO	YES	NO
Any blood disorder?	YES	NO	YES	NO
Any thyroid disorder?	YES	NO	YES	NO
Any disorder of the kidney, bladder or genitor urinary system?	YES	NO	YES	NO
(including urinary tract infections and blood or protein in the urine)				
Tested positive for HIV, Hepatitis B or C or awaiting results?	YES	NO	YES	NO
Treatment or a positive test for any sexually transmitted disease ?	YES	NO	YES	NO
Depression, anxiety, stress, fatigue or nervous breakdown?	YES	NO	YES	NO
Been admitted overnight to hospital or referred to a psychiatrist for mental illness, anorexia or bulimia?	YES	NO	YES	NO
Undergone any surgical procedures or been a recipient of blood products outside the European Union?	YES	NO	YES	NO

If you answered "Yes" to any of the questions in this section please complete the additional Information below

	Condition 1	Condition 2
Applies to Applicant 1 or 2?		
Name of condition?		
Date first occurred?		
Date last occurred?		
Symptoms?		
How often do symptoms occur?		
Do you take any medication? If so please give details		
How many days have you had off relating to the above condition?		
When was your most recent time off work relating to above condition?		
Are you receiving treatment for this condition or taking any medication? (if so please provide details)		
Will you have to have any operation/treatment in the future related to this condition? (if so please specify the dates this is to occur?)		



PROTECTION QUESTIONNAIRE

APPENDIX B - MEDICAL HISTORY

Note: if you answer "Yes" to any of the following questions then please provide further information in the box below

Have you <u>EVER</u> had any of the following;	1st Applicant	2nd Applicant
Problems with blurred vision, dizziness, balance?	YES NO	YES NO
Chest pain, heart attack/failure, heart condition?	YES NO	YES NO
Stroke, mini stroke, Huntington's Disease, brain haemorrhage or aneurysm?	YES NO	YES NO
Diabetes, sugar in the urine?	YES NO	YES NO
Condition of nervous system (i.e. the brain, spinal cord and nerves), multiple sclerosis, optic neuritis, cerebral palsy, paralysis, Parkinson's disease?	YES NO	YES NO
Alzheimer's disease or dementia?	YES NO	YES NO
Loss of feeling, balance or persistent pain bad enough to seek medical help?	YES NO	YES NO
Cancer, lymphoma, leukaemia, melanoma, cyst, tumour or lump?	YES NO	YES NO
Positive HIV test, Hepatitis B or C or awaiting results?	YES NO	YES NO
Peripheral vascular or any disease or disorder of the aorta or arteries?	YES NO	YES NO
Mental Health conditions?	YES NO	YES NO



PROTECTION QUESTIONNAIRE

APPENDIX C - FAMILY HISTORY

Have either of your natural parents, brothers or sisters suffered or died before the age of 60 from any of the following?

	1st Ap	plicant	2nd A	pplicant
Heart disease	YES	NO	YES	NO
Stroke	YES	NO	YES	NO
Raised cholesterol	YES	NO	YES	NO
Breast cancer	YES	NO	YES	NO
Ovarian cancer	YES	NO	YES	NO
Colorectal cancer (e.g. cancer of the colon or rectum)	YES	NO	YES	NO
Cancer (other)	YES	NO	YES	NO
Diabetes	YES	NO	YES	NO
Multiple Sclerosis	YES	NO	YES	NO
Huntington's Disease	YES	NO	YES	NO
Polycystic Kidney disease	YES	NO	YES	NO
Polyposis of the colon	YES	NO	YES	NO
Any other hereditary disorder	YES	NO	YES	NO

If you have answered "Yes" to any of the above questions please give details below

Applies to Applicant 1 or 2?	
Type of Disease	
Family Member	
Age diagnosed	
Is your mother still alive? If so, current age?	
Is your father still alive? If so, current age?	



PROTECTION QUESTIONNAIRE

APPENDIX D - TRAVEL

	1st Applicant	2nd Applicant
During the last 2 years have you spent more than 90 consecutive days in Africa, the Caribbean, Russia, Thailand or Ukraine?	YES NO	YES NO
During the next 2 years do you intend to spend more than 30 consecutive days outside of the UK?	YES NO	YES NO
Have you lived or worked outside of the UK for more than 3 months in the last 5 years, or do you intend to do so?	YES NO	YES NO



PROTECTION QUESTIONNAIRE

APPENDIX E - MANUAL WORK AND HAZARDOUS OCCUPATIONS

	1st Applicant	2nd Applicant	
Does your occupation involve any manual work? (such as carrying or lifting, moving goods, working with tools or machinery, crawling or kneeling)	YES NO	YES NO	
Working at heights over 10 feet (3 meters)?	YES NO	YES NO	
If so, what is the highest & average height you work at and how often?			
Working underground?	YES NO	YES NO	
Working underwater?	YES NO	YES NO	
Working offshore (e.g. oil, gas industry)?	YES NO	YES NO	
Working with explosives or firearms?	YES NO	YES NO	
Armed Forces?	YES NO	YES NO	
Professional Sports?	YES NO	YES NO	
Aviation (excluding as a fare paying passenger)?	YES NO	YES NO	

If you answered **"Yes"** to the above then please give further details below

	1st Applicant	2nd Applicant
Vocation/Occupation?		
Is this your main, primary job or a 2nd job?		
What percentage of time would do you spend doing manual work?	%	%
What manual work do you carry out?		
What percentage of time would you say you spend driving?	%	%
Business miles travelled per year?	Miles	Miles
Hours worked per week?	Hours	Hours
Are you currently absent from work?	YES NO	YES NO



PROTECTION QUESTIONNAIRE

APPENDIX F - HAZARDOUS PURSUITS & SPORTS (excluding one-off occasions)

	1st Applicant		2nd Applicant	
Scuba or Deep Sea Diving?	YES	NO	YES	NO
Sky Diving?	YES	NO	YES	NO
Flying?	YES	NO	YES	NO
Motor Sports?	YES	NO	YES	NO
Mountaineering or Rock Climbing?	YES	NO	YES	NO
Skiing?	YES	NO	YES	NO
Water Skiing?	YES	NO	YES	NO
Water Sports?	YES	NO	YES	NO