

Product Provider	Friends First, Aviva, New Ireland or Irish Life	Dentists' Provident	Dentists General
Product Name	Personal/Executive Income Protection.	Dentists' Provident Income Protection.	Dentists General Income Protection.
Definition of Incapacity	<b><u>Own Occupation</u></b> for all accepted occupations (Classes 1-4).	<b><u>Own Occupation</u></b> throughout membership.	<b><u>Suited Occupation</u></b> . Defined as follows – totally unable to perform the essential duties of your own occupation and of any other occupation to which you are suited by training, education or experience.
Automatic Increase Option	<i>This benefit is "automatic" from the outset.</i> Depending on provider, the benefit can be increased by an additional <b><u>20% every 3 years up to a maximum of 100% of the original benefit</u></b> without providing further medical evidence.	<i>This benefit is "not automatic" and must be chosen as an additional benefit from inception.</i> Policy owner can increase cover by <b><u>up to 30% without further medical evidence on the 6<sup>th</sup>, 12<sup>th</sup> and/or 15<sup>th</sup> anniversary of the start of cover.</u></b>	No reference made in Key Features document or Adviser booklet. <b><u>Assume "NO".</u></b>
Maximum Benefit	Maximum annual benefit is <b><u>€250,000</u></b> or 75% of earned income whichever is lower. (depends on chosen Provider)	Maximum weekly benefit is £1,200 or <b><u>£62,400 pa</u></b> with a maximum income replacement of 60% of pre-incapacity earnings.	Maximum weekly benefit is €1,500 or <b><u>€78,000 pa</u></b> with a maximum income replacement of 66% of pre-incapacity earnings.
Proportionate Benefit	If you return to work part or full-time either in your old job or a new career, and your new earnings is less than previously earned, you may be eligible to receive partial benefit. <b><u>Proportionate benefit will be paid until your chosen cessation age.</u></b>	A reduced benefit is payable if you are able to return to work on a part time basis or if you have to take up a new less well-paid occupation and have been receiving benefit payments for at least 3 months, continue to satisfy the definition of incapacity and continue to suffer a material reduction in earnings, <b><u>for a maximum of 104 weeks payments.</u></b>	No reference made in any of their literature. Assume similar to Dentists' Provident.
Entry Age Parameters	Minimum – 19 next birthday Maximum – 60 next birthday	Over 18 years and under 50 years	Over 16 years and under 55 years

<b>Ceasing Age</b>	<b><u>55, 60, 65</u></b> as selected by the client at application stage.	Standard retirement <b><u>age is 60.</u></b> It may be extended to a max age 70 depending on client's health and previous claims.	Choice of either <b><u>55 or 65.</u></b>
<b>Guaranteed Premiums</b>	Yes – if the Guaranteed Premium Option is chosen, then the premium will not change over the life of your policy if the benefits do not change.	<b><u>Not available.</u></b>	<b><u>Not available.</u></b>
<b>Reviewable Premiums</b>	Yes – if the Reviewable Premium Option is chosen, then the premiums are guaranteed for the first 5 years and reviewed every 5 years thereafter.	The premiums on this policy will be reviewed on the 1 <sup>st</sup> January each year.	The premiums on this policy will be reviewed on the 31 <sup>st</sup> Dec each year.
<b>Tax Relief on Premiums</b>	<b><u>Yes</u></b> - At Standard, Marginal or Corporation Tax Rates.	<b><u>No.</u></b>	<b><u>Yes</u></b> - at Standard or Marginal Rates
<b>Is benefit taxable</b>	<b><u>Yes</u></b> – at Standard or Marginal rate.	Our understanding is that there is no assessment made if the benefit is paid for a period of less than 12 months. If the benefit is paid for longer than 12 months, then all benefit payments are taxed, including those paid in the initial 12 month period. <b><u>“REVENUE GUIDELINES”</u></b>	<b><u>Yes</u></b> – at Standard or Marginal rate.
<b>Deferred Period</b>	Paid from 4, 8, 13, 26 or 52 weeks as selected by client at outset.	Paid from day one or between 1 and 52 weeks or a deferred period of 104 weeks.	Paid from day one or 4, 13, 26 and 52 weeks of illness or injury.

<b>Changing occupation</b>	<u>Yes</u> – not subject to underwriting in the event of changing occupation.	You must inform the company as soon as possible when you change your Insured “Occupation”. Depending on your new occupation, the Insurer may do one or more of the following: Increase or decrease your premium, reduce your chosen ceasing age, increase the deferred period, apply additional terms, change the definition of incapacity.	Your commitment is to inform us in writing of any material change in your circumstances from the date you apply to join and throughout membership.  Benefit Levels and deferment periods can be amended if your circumstances change.
<b>Waiver of Premium</b>	Once the Insurer starts paying benefit on a claim, they will not ask you to pay any further premiums on your policy until your claim is finished.	<b><u>NOT AVAILABLE</u></b> –The premiums remain payable even in when you are receiving benefits under a claim.	<b><u>NOT AVAILABLE</u></b> –The premiums remain payable even in when you are receiving benefits under a claim.
<b>Escalation</b>	Optional – extra premium applies. Either 4% or 5% pa compound increase in benefit in claim only.	If you choose the “Escalation of Cover Option”, on the 1 <sup>st</sup> Jan each year your cover will increase in line with the Consumer Price Index.	Payable after 52 weeks of claim. Benefit will escalate by 3% and will increase at that rate for every year the claim is valid.
<b>Currency Risks</b>	<b><u>NO RISK.</u></b>	Open to fluctuations in exchange rates. You can choose to receive your benefits and pay your premiums in Pounds Sterling or Euros.	<b><u>NO RISK.</u></b>
<b>Overseas Benefit</b>	If at the time of claim, the policyholder is living outside the Member States of the EU, the Insurer will only pay incapacity benefit for up to 13 weeks in any 12 month period, and for 39 weeks in total over the lifetime of the policy. Benefit will continue if the policyholder returns to the EU. <b><u>This may vary with each provider.</u></b>	You are not entitled to claim benefits whilst you are outside the UK, ROI, the Bailiwick of Guernsey (including Alderney, Sark and Herm), the Isle of Man or the Bailiwick of Jersey.	Not clear on any of their literature.