

# KeyMan Protection

Insuring your people, sustaining your future

Life cover

Personal Accident cover

Accident and Sickness cover

Critical Illness cover



The only people who can really make a meaningful contribution to your business are those with a first-hand understanding of how you work and the daily challenges you face. Their insight is vital to providing relevant financial solutions that help build the momentum your business needs to succeed.

This is where Lombard excels. For the past 150 years, we have been a trusted partner to customers across a diversity of sectors, giving them the support and expertise to build more sustainable futures.

## Cover your people, protect your future

Whatever your business, whatever its size, one principle will never change: your people are essential to your continued success.

That's why we've developed KeyMan: a range of flexible insurance solutions designed to safeguard your business and sustain your future.

Protect against illness  
at work and help keep  
your business healthy

# What it is, how it works

Losing a key member of staff through death, illness or disability can have a devastating impact on your business.

You lose indispensable expertise; projects go unfinished; customers become dissatisfied and may seek alternative suppliers; other employees take on extra pressure; and you still have financial commitments to meet.

Our insurance partner's expert team have developed a range of insurance solutions specifically designed to help meet your financial commitments should you lose a key member of staff.

## Who is eligible to benefit?

Anyone you consider vital to the future of your business is eligible for KeyMan insurance. For example: a skilled operator, senior partner or managing director.

All we require is that:

- the nominated person(s) are actively employed by the company for at least 16 hours per week
- the person(s) nominated are aged over 18 and under 65 when the cover starts. Cover ceases when the nominated person turns 65 or starts to receive the state pension, whichever happens sooner
- the company's registered office is in the UK

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With the emphasis on flexibility, our KeyMan portfolio offers you three different options, see opposite:

#### Intelligent insurance in action

Whether you are a sole trader, partnership or limited company, you decide which key employees or executives you wish to nominate for cover. Provided the people you nominate meet our simple eligibility criteria and medical underwriting is not required, your cover starts at the same time as your finance agreement.

Naturally, any payments of benefits will be subject to meeting the KeyMan, KeyMan Plus and KeyMan Extra policies terms and conditions.

You can cancel your policy at any time by giving 30 days' notice.

#### You need to be aware that there are circumstances when you will not be able to make a claim, for example:

- under some conditions the policy will not pay out if your death, critical illness, accident or sickness is due to a medical condition you have had or may have had before you took out the policy
- if your critical illness is diagnosed within 90 days from taking out your policy
- if your permanent total disablement, loss of sight or limbs, accident or sickness arose from drug or alcohol abuse, self inflicted injuries or criminal acts. You are not covered for sickness due to normal pregnancy or for permanent total disablement, loss of sight or limbs due to you engaging in hazardous activities
- if your critical illness results directly or indirectly from H.I.V or any H.I.V related illness
- certain types of cancer are also not covered

Qualifying critical illness are cancer, coronary artery bypass surgery, heart attack, kidney failure, major organ transplant or stroke. More details are given in the policy summary document.

Types of cover	Cover yourself and/or your employees against:		
	Death or a personal accident that results in permanent, total disability or the loss of an eye or limb	Needing to take time off work due to an accident or sickness	Contracting a critical illness
<b>KeyMan</b>	✓		
<b>KeyMan Plus</b>	✓	✓	
<b>KeyMan Extra</b>	✓		✓

Key features and benefits	Outstanding finance balance settled in full?	Monthly repayments made?	Medical required?
<b>KeyMan</b> Up to 10 years protection	<b>Yes</b> , in the event of death or a serious accident.*	<b>No</b>	Only if you have policies for £150,000 or more with our insurers.
<b>KeyMan Plus</b> Up to 10 years protection for death and personal accident Up to 5 years protection for accident and sickness cover	<b>Yes</b> , in the event of death or a serious accident.*	When a nominated employee is absent from work due to accident or sickness for 30 consecutive days, the normal monthly repayment will be made.  Monthly payments continue for each subsequent full 30 days of inability to work.  The maximum number of months' payments is 12 in any one claim, and 24 payments in total under the policy.	Only if you have policies for £150,000 or more with our insurers or the total monthly payouts from our insurers would be £3,000 or more.
<b>KeyMan Extra</b> Up to 10 years protection	<b>Yes</b> , the balance of outstanding finance is paid when a qualifying critical illness is diagnosed and in the event of death or a serious accident.*	<b>No</b>	Only if you have policies for £150,000 or more with our insurers.

\*The settlement doesn't cover arrears of more than three months and any related interest or VAT.

# Keeping businesses in business

Over the years, our insurance partner's expert teams have dealt with numerous claims across a wide range of industry sectors.



When a 32-year-old self-employed haulier injured his back and had to take nine months off work just seven months after taking out a KeyMan Plus policy, it paid an £11,087 claim to cover the related monthly finance repayments.

A self employed farmer financed a tractor for £29,000 and nominated his one employee for KeyMan Extra cover. Just over two years later his employee suffered a sudden heart attack and was off work for a number of months. The KeyMan Extra policy paid out the customer's outstanding finance balance of £20,063 upon the diagnosis of the employees heart attack.

The proprietor of a dry cleaning company died following a road traffic accident aged just 48. His KeyMan policy cleared an outstanding balance of £20,352.

# Check the detail before you buy

This brochure only gives an overview of the Lombard KeyMan policies. You must make sure the policy is right for you by carefully reading the Keyman Cover Summary and referring where necessary to the policy terms and conditions. If you have any queries, please check with your relationship manager.

For more information on our insurance products, including how to make a claim, please go to:

[www.lombard.co.uk/insurance](http://www.lombard.co.uk/insurance)

KeyMan, KeyMan Plus and KeyMan Extra policies are underwritten by London General Life Company Ltd, registered number 2443666 and London General Insurance Company Limited, registered number 1865673 whose head and Registered office is at: Integra House, Floor 2, Vicarage Road, Egham, Surrey TW20 9JZ.

The insurers are authorised and regulated by the Financial Services Authority with FSA registered numbers of 202801 and 202689 respectively which can be checked on the FSA website.

English law applies to KeyMan, KeyMan Plus and KeyMan Extra. Details of the Financial Ombudsman and Financial Services Compensation Schemes, which may apply here, are contained within the Keyman Cover Summary and policy.

Your premium includes Insurance Premium Tax at the appropriate rate. If there is any future change in the rate of Insurance Premium Tax your premium will be automatically adjusted. Any alteration in the rate of this tax will be announced publicly.

Lombard North Central Plc is an appointed representative of The Royal Bank of Scotland plc, which is authorised and regulated by the Financial Services Authority.

## Contact us

No matter where you are, you're never far away from a Lombard expert.

For more information and support, simply call your nearest Lombard Business Centre or visit us online. Calls may be recorded.

Call 0800 502 402

Typetalk 18001 0800 502 402

[lombard.co.uk](http://lombard.co.uk)

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