

**Protection Review e-bulletin
No.3 – May 2010**

Welcome to our third e-bulletin, which includes all the latest Protection Review news and links.

Protection Review 2010 book – Special Offer

- Order your copy before July 1st and receive a discount of up to £65
- £250 (+vat) gets you a copy of the book or £300 (+vat) includes a year's subscription to our monthly e-Protection Review publication (full price = £365+vat)

Anonymous extracts from the forthcoming Protection Review book

- *“There is far too much self-indulgence and posturing around the supposed moral imperative of the protection industry. Yes, the industry does well in helping people out financially in times of sickness and death. But it's a long way off from achieving any true sense of financial inclusion. Families on low incomes, for example, have very different priorities to those which many in the protection industry think they have. Banking, savings and credit are all issues that need to be dealt with ahead of protection; in fact the majority of families on low incomes say that when it comes to insurance, home contents is their priority.”*
- Look out for a different quote taken from the forthcoming annual Protection Review book in each bulletin - you'll need to get the book to read the articles in full

Conference - A New Era with New Challenges?

- More than 130 people have already registered for this year's conference, which takes place on Thursday July 15th 2010 at the London Marriott hotel
- Contact Frances Delhoy at frances@lebeauvisage.co.uk for more information

Protection Review research

In our recent survey of over 30 life offices, reinsurers, advisers and consultancy firms almost 85% of respondents said the number of intermediaries selling protection would be lower in 2010 than it is today. 58% said it would be “much lower” while 26% said “lower, but only just”.

When asked about the future of commission, over 80 per cent were confident that it would still remain on protection products in 2020 but 60 per cent thought it would take a different form.

The rest of the survey results can be found in this year's Protection Review book.

An apology

In our last Protection Review bulletin we included Edmund Tirbutt in our shortlist for Protection Journalist of The Year but Edmund has since contacted us to explain that for the last six years he has not entered or allowed himself to be nominated for any journalist awards. Although previously a winner of journalist awards, he feels that it is no longer appropriate for him to participate in such things now that he is heavily involved in consultancy work and authorship. We have therefore been happy to adhere to his wishes and to withdraw him from the competition.

All the latest Protection Review news can be found at www.protectionreview.co.uk

All the best,
Kevin, Peter & Andy