

Embargoed: 09:00hrs April 11, 2022.

Reduced professional indemnity premiums available to Council adviser-members

A professional indemnity insurer is offering eligible Equity Release Council adviser-members discounted rates, in recognition of the standards of advice and enhanced consumer protections they deliver.

Liberty Mutual Insurance Europe SE is one of a panel of insurers put together by UKGlobal following consultation with the Council, which is the representative trade body for the equity release sector.

While Liberty is the first to offer Council members a discount, compared with rates it might otherwise apply, the entire panel recognises the value of the Council's standards and views membership favourably.

However, because each application is judged on its own merits and insurance providers use different rating factors it is not possible to guarantee the lowest premium on every single occasion.

The arrangement is the result of coordinated efforts by the Council and UKGlobal to assist professional advisers to access comprehensive professional indemnity cover.

In addition, it highlights the role of the Council's Standards in supporting a safe and sustainable market.

The equity release market returned to growth in 2021 for the first time in three years, with more than 76,000 new and returning customers accessing £4.8bn of property wealth.

Meanwhile, independent research by Mintel reveals that "strong consumer protection" is seen as the most important feature of equity release schemes among people who would consider using the product¹.

Further growth is anticipated because of changing demographics, consumer needs and ongoing product innovation.

Jim Boyd, CEO of the Equity Release Council, said:

"Since our standards were established 30 years ago, they have formed the bedrock of the modern equity release market alongside product innovation and consumer demand.

"Further growth is on the horizon as equity release products are used to tackle many of the biggest social challenges facing the UK's ageing population.

“Backing from commercial insurers who understand today’s market is vital to help the financial advice community meet this demand.”

Tim Grant, director, UKGlobal, said:

“We are delighted to be working with the Equity Release Council to help offer professional indemnity insurance to their members.

“We believe the comprehensive policy wordings we are able to arrange, coupled with the exclusive reduction of one of our partner insurers rates, will enable Council members to benefit.”

The Council will not receive any financial payment from UKGlobal and it is not acting as an introducer.

- **For more information about UK Global: call 0117 456 9095; email ercenquiries@ukglobalgroup.co.uk; or visit www.ukglobalgroup.co.uk/sectors/professional-risks**

ENDS

Notes to editors

¹ Mintel, *UK Equity release schemes 2021*, published January 2022

Following individual assessment, Council members who are eligible, may benefit from a reduction in the typical rate applied by insurers to the members’ particular circumstances and have immediate access to UKGlobal’s specialist advice. Claims will be managed by experienced individuals who understand the specific features of the Council’s work and the technicalities of handling professional indemnity claims.

For adviser members who also undertake other areas of work, which can be deemed high risk by the main insurer, UKGlobal has engaged a panel of insurers who will consider these risks on their own merit.

For further information, please contact:

Instinctif Partners at EquityReleaseCouncil@instinctif.com

Phone: George Peele / Rosie Cohen +44 (0) 20 7457 2020 at Instinctif Partners

About the Equity Release Council

The Equity Release Council is the representative trade body for the UK equity release sector. In 2022, it celebrated 30 years of setting standards. At this time the Council had more than 1550 individual members and over 650 member firms registered, which includes providers, funders, regulated financial advisers, solicitors, surveyors and other professionals.

The Council leads a consumer-focused market by setting authoritative standards and safeguards to ensure advice can be trusted and products are safe and sustainable. In the last 30 years, homeowners over the age of 55 have taken out more than 592,000 plans backed by Council's standards, that were first introduced by its predecessor, releasing almost £39bn in housing wealth to support their later life finances.

The Council also works with government, voluntary and public sectors, as well as regulatory, consumer and professional bodies, to inform and influence the debate about the use of housing wealth in later life financial planning. For more information about the Equity Release Council, please visit www.equityreleasecouncil.com

About UK Global Broking Group

UKGlobal Bristol Ltd, part of UKGlobal Broking Group, which is one of the largest independent commercial insurance brokers in the UK with a broad spectrum of clients from traditional industries to the modern technology sector. UKGlobal Bristol is a specialist professional indemnity business and the team have years of extensive experience in the field.