



Case study - Critical Illness

It's always nice to report good news stories and this one is no exception. The situation that Iain and Claire Thomson found themselves in earlier this year was one that they had hoped they would never have to face. Fortunately for them, a few years earlier, our Adviser Darren Ward had recommended that they take out life and critical illness cover as part of a complete financial planning review. Iain and Claire take up the story.....

"We contacted Darren early in 2003 with the intention of reviewing an existing pension arrangement with Equitable Life. Having spoken with a number of other advisers, we were particularly impressed by Darren's friendly approach and professionalism and asked him to help us with our future financial planning. Darren compiled a report which didn't just tackle the issue of the pension but also covered other issues which we hadn't considered. Whilst Darren understood that our main priority was the pension, he still offered a full review of our finances and arrangements. We then re-structured our finances, saving us a considerable amount of money, and it was at this point that Darren discussed and recommended life and critical illness cover, to, at least, cover our mortgage.

Admittedly, there have been times when we wondered just why we were paying nearly £100 per month to protect our mortgage against something that 'surely wouldn't happen to us'. Darren was passionate about this cover and re-assured us on a number of occasions that it was invaluable protection, and we're glad we listened! Unfortunately, earlier this year, I was diagnosed with a serious illness, and had to undergo surgery. Having seen and heard so much 'bad press' relating to critical illness cover, I was obviously concerned that my illness would not meet the criteria, but I needn't have worried.

I have since received the all-clear, which is obviously great news, but made even better by the fact that our mortgage no longer exists due to the Scottish Provident policy which paid out on diagnosis of my condition. Whilst the future may be a little uncertain, it is extremely comforting to know that our finances are sound and all is in order. Since meeting with Darren and following his recommendations, the pension has performed well above our expectations, we have savings in place for our son, we no longer have a mortgage and we also have an adviser who we refer to as a friend."