



# INCOME PROTECTION – A POLICY WORTH ITS SALT

**Since ancient times, salt has played an essential part in our human existence, from preserving food to seasoning. During the Roman Empire and Middle Ages, salt was treated as a precious commodity, and it has even been said that Roman Legions were sometimes paid in it. Hence, a good Roman Soldier being worth their salt.**

Now imagine going back in history even further, to 1600BC China. You are a salt trader; you make your living by manually extracting salt from the sea and using it as currency for food, shelter, and clothes. Your family relies on you being able to extract the salt to pay for the food and essentials that they need to survive.

One day, because of a very strong tide, an accident happens, and you are injured and are unable to continue extracting the salt for a few months until you are well enough to continue making a living.

It's quite an extreme situation to imagine, but what if there was a way to supplement the salt that you were unable to extract in that time you were injured?

Today, that's how income protection would come in. If you're unable to work because of illness, the policy pays out a proportion of your monthly income, offering peace of mind and security against lost earnings until you were able to work again.

Are you self-employed and under 60? This is definitely something to consider as there is no sick pay to fall back on; if you don't work, you don't get paid.

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