

Enhanced annuity rates – conditions that may qualify

If your client has a health condition or certain lifestyle issues, they could be eligible for higher annuity payments. Even some fairly common conditions will qualify for an enhanced rate – so it's important you take the time to collect as much of your client's medical history as you can.

These are just some of the conditions that may qualify for enhanced terms, though other conditions could also be considered. A full definition of these medical conditions and lifestyle factors can be found on the NHS website at [nhs.uk/conditions](https://www.nhs.uk/conditions)

Diabetes	Hypertension (high blood pressure)	Multiple sclerosis	Obesity	Raised cholesterol	Smoking
<ul style="list-style-type: none"> Bladder Bowel Breast Central Nervous System Tumours Kidney Larynx Lip Lung Malignant melanoma Non-Hodgkin lymphoma Oral cavity Oropharyngeal Ovarian Prostate Testicular 	<ul style="list-style-type: none"> Angina Aortic aneurysm Aortic aneurysm repair Atrial fibrillation Cardiomyopathy Heart attack Heart failure Heart transplant Heart valve disorders Heart valve replacement Peripheral vascular disease Coronary angioplasty Coronary artery bypass graft (CABG) 	<ul style="list-style-type: none"> Alzheimer's disease Motor neurone disease Myasthenia gravis Paralysis Parkinson's disease Senile dementia Vascular dementia 	<ul style="list-style-type: none"> Asbestosis Asthma Bronchiectasis Chronic obstructive pulmonary disease Emphysema Interstitial lung disease Pneumoconiosis Sleep apnoea 	<ul style="list-style-type: none"> Cerebral haemorrhage Cerebrovascular accident Subarachnoid haemorrhage Transient ischaemic attack 	<ul style="list-style-type: none"> Chronic Kidney Disease (CKD) Cirrhosis Crohn's Disease Dialysis Hepatitis HIV Kidney/lung transplant Pancreatitis Polycythaemia Polymyalgia rheumatica Rheumatoid arthritis Sarcoidosis Systemic Lupus erythematosus (SLE) Thrombocytosis Ulcerative colitis

Common questions answered

How does an enhanced annuity work?

With some financial products – like life insurance or critical illness cover – your clients may need to pay a higher premium if they have any previous or ongoing health issues.

This is different with annuities. In fact, a medical condition can actually work in their favour by potentially boosting the income they receive.

An enhanced annuity works on the basis that, if your client has a health condition or a lifestyle issue, they may have a shorter life expectancy. And so their annuity payments will be paid over a shorter period of time. This means that some annuity providers, like us, will be prepared to pay them more each year.

Does my client need to have a medical?

We usually wouldn't ask your client to attend a medical examination – but they may need to complete a health questionnaire.

At times, we may also ask your client's permission to approach their doctor for a medical report – or ask them to carry out a medical test to confirm the information they've given us is correct.

If the information your client provides is incomplete or inaccurate, or if a medical test or permission to approach their doctor is refused, we may reduce the annuity payments being paid and/or seek recovery of any payments we've already made.

What if my client has a short life expectancy?

If your client has a life expectancy of less than one year, our pension annuity isn't suitable for them.

They might however be able to take all of their pension savings tax free instead.

How do I apply for an enhanced annuity?

We automatically assess your client's health and lifestyle as part of our annuity quote process – so it's important to fully disclose all the relevant information up front.

Unfortunately, we can't take any new or undisclosed health conditions into account after your client has purchased their annuity.

To help you capture everything we need, we suggest you use the industry standard Retirement Health Form.

You can download a copy at retirementhealthform.co.uk/adviser

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