

# Financial protection

## Purpose

At the end of this unit, candidates should be able to demonstrate an understanding of and ability to analyse:

- the purpose and scope of financial protection products and how they interact with State benefits;
- the main features and functions of the different types of contracts and how they are arranged in order to meet the individual client's protection needs;
- the main protection needs of businesses.

| Summary of learning outcomes  | Number of questions in the examination* |
|---|---|
| 1. Understand the consumer and retail market factors and trends relevant to financial protection.                                   | 3                                       |
| 2. Understand the areas of need for protection planning and the main sources of financial protection.                               | 3                                       |
| 3. Understand the role and limitations of State benefits and state/local authority funded solutions for financial protection.       | 3                                       |
| 4. Understand the range, structure and application of life assurance and pension based policies to meet financial protection needs. | 8                                       |
| 5. Understand the taxation treatment of life assurance and pension based protection policies.                                       | 6                                       |
| 6. Understand the range, structure and application of income protection insurance and options to meet financial protection needs.   | 6                                       |
| 7. Understand the range, structure and application of critical illness insurance to meet financial protection needs.                | 6                                       |
| 8. Understand the range, structure and application of long-term care insurance to meet financial protection needs.                  | 3                                       |
| 9. Understand the main features of other insurance based protection policies.   | 6                                       |
| 10. Evaluate the needs and priorities for financial protection and the relevant factors in selecting appropriate solutions.         | 6                                       |

\* The test specification has an in-built element of flexibility. It is designed to be used as a guide for study and is not a statement of actual number of questions that will appear in every exam. However, the number of questions testing each learning outcome will generally be within the range plus or minus 2 of the number indicated.

## Important notes

- Method of assessment: 50 multiple choice questions (MCQs). 1 hour is allowed for this examination.
- This syllabus will be examined from 1 September 2025 to 31 August 2026.
- Candidates will be examined on the basis of English law and practice in the tax year 2025/2026 unless otherwise stated.
- It should be assumed that all individuals have long-term UK residence status unless otherwise stated.
- This PDF document has been designed to be accessible with screen reader technology. If for accessibility reasons you require this document in an alternative format, please contact us on [online.exams@cii.co.uk](mailto:online.exams@cii.co.uk) to discuss your needs.

- 1. Understand the consumer and retail market factors and trends relevant to financial protection.**
  - 1.1 Explain the role of insurance in mitigating personal financial risk.
  - 1.2 Describe consumer attitudes and behaviours to protection needs planning.
  - 1.3 Describe trends relevant to financial protection.
- 2. Understand the areas of need for protection planning and the main sources of financial protection.**
  - 2.1 Describe the need for protection planning for individuals and businesses.
  - 2.2 Explain the relationship between insurance and assets and liabilities.
  - 2.3 Describe the sources of financial protection.
- 3. Understand the role and limitations of State benefits and state/local authority funded solutions for financial protection.**
  - 3.1 Examine the role and limitations of State benefits and State/local authority funded solutions for financial protection.
- 4. Understand the range, structure and application of life assurance and pension based policies to meet financial protection needs.**
  - 4.1 Describe the types of life assurance policies, as well as pension based policies, their benefits, limitations, tax treatment and how they meet financial protection needs.
  - 4.2 Describe the underwriting and claims issues and processes associated with life assurance and pension based policies.
- 5. Understand the taxation treatment of life assurance and pension based protection policies.**
  - 5.1 Describe the taxation treatment of life assurance and pension based protection policies.
- 6. Understand the range, structure and application of income protection insurance and options to meet financial protection needs.**
  - 6.1 Describe the types of income protection policies, their benefits, limitations, tax treatment and how they meet financial protection needs.
  - 6.2 Explain the underwriting and claims issues and processes associated with income protection insurance.
- 7. Understand the range, structure and application of critical illness insurance to meet financial protection needs.**
  - 7.1 Describe the types of critical illness policies, their benefits, limitations, tax treatment and how they meet financial protection needs.
  - 7.2 Explain the underwriting and claims issues and processes associated with critical illness insurance.
- 8. Understand the range, structure and application of long-term care insurance to meet financial protection needs.**
  - 8.1 Describe the regulation which applies to long-term care insurance.
  - 8.2 Describe the main types of long-term care insurance policies and their features.
  - 8.3 Describe the long-term care planning process.
- 9. Understand the main features of other insurance based protection policies.**
  - 9.1 Describe the main features of other insurance based protection policies.
- 10. Evaluate the needs and priorities for financial protection and the relevant factors in selecting appropriate solutions.**
  - 10.1 Identify the priorities, risks and choices for individuals or business clients.
  - 10.2 Assess and quantify an individual's or business's future capital and income needs in real terms.
  - 10.3 Determine the suitability of product types and options.
  - 10.4 Explain planning considerations and approaches for appropriate, inclusive advice and positive customer outcomes including regard for protected characteristics.
  - 10.5 Explain the importance of regular reviews.

## Additional resources

The following resources may assist you with your studies.

**Note: The examination will test the syllabus alone.**

Supporting information for the syllabus can be found on the unit page via the CII website. The resources found here: [www.cii.co.uk/learning](http://www.cii.co.uk/learning) will help you keep up-to-date with developments and provide a wider coverage of syllabus topics.

Additional reading material can also be found referenced throughout the study text.

It is recommended that you study from the most recent versions of the examination guide.

## Exam preparation

Exam preparation guidance and supporting exam documentation are available via the CII website. [www.cii.co.uk/learning/qualifications/assessment-information](http://www.cii.co.uk/learning/qualifications/assessment-information)

## Learning support

Financial protection. London: CII. Study text R05

Audio Revision, E-Learn, Key Facts Booklet and Knowledge Checker are included with Enrolment plus, or available at an additional cost. (delivered via RevisionMate)

## Supporting exam documents

Tax tables which are provided in your exam can be found here: [www.cii.co.uk/learning/qualifications/assessment-information/before-the-exam/supporting-exam-documents/](http://www.cii.co.uk/learning/qualifications/assessment-information/before-the-exam/supporting-exam-documents/)

## Assessment information

Candidates should refer to the CII website for the latest information on changes to law and practice and when they will be examined:

1. Visit [www.cii.co.uk/qualifications](http://www.cii.co.uk/qualifications)
2. Select the appropriate qualification
3. Select your unit from the list provided
4. Select qualification update on the right hand side of the page

## Examination guide

The examination guide is available on the unit page via the CII website.

If you have a current study text enrolment, the current examination guide is included and is accessible via **RevisionMate** ([ciigroup.org/login](http://ciigroup.org/login)). Details of how to access RevisionMate are on the first page of your study text.