

Life Insurance Needs Analysis

Based on the Insured's Information

Questions for the client and the Advisor to consider:

- If you or your spouse died tonight, what financial lifestyle changes might you and your family be forced to make?
- What plans have you and your spouse made to help protect your family from having to make lifestyle changes as a result of your premature death?
- If you currently have life insurance, why did you purchase that policy and how did you determine the amount of insurance to buy?

Immediate & Long Term Cash Needs

A. Income replacement (7-10 times annual income) Food / utilities / clothes, etc. Mortgage / rent payment fund Child / dependent care fund	\$ _____
B. Pay Off Debts Mortgage / credit card / auto loans (not including insurance)	\$ _____
C. Emergency Fund	\$ _____
D. Educational Fund \$10,000 to \$15,000 per year per child / public \$15,000 to \$30,000 per year per child / private	\$ _____
E. Final Expenses (Recommended \$15,000 to \$20,000) Funeral costs, unpaid medical expenses, estate taxes	\$ _____
F. Other needs: (eg: Gifting / Charitable Bequests)	\$ _____
Total Cash Needs	\$ _____

Life Insurance Needs

G. Current Life Insurance Value \$ _____

H. Liquid Assets (Cash, Bank Accounts, Insurance) \$ _____

Survivor Dollars Available (Add G+H)	\$ _____
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Your Total Current Life Insurance Need (Subtract 3 from 2) \$ _____

Last Step:

- How much money could you set aside comfortably on a weekly basis for a protection plan that would safeguard your family from potential financial hardship? \$ _____