



Life Insurance Needs Analysis

Immediate Cash Needs

1. **Final Expenses:** The amount needed to cover all final expenses upon your death. This includes funeral costs, medical expenses, probate fees, etc. Current average funeral expenses are about \$10,000. \$ _____
2. **Mortgage:** Enter your mortgage balance here, if you intend to payoff your mortgage upon your death. \$ _____
3. **Other Debts:** Estimate the amount needed to pay off your debts. Include credit card balances, car loans, educational loans, and other outstanding liabilities. \$ _____
4. **Emergency Fund:** The amount you would like to reserve for unforeseen financial needs, such as income lost due to work absence, medical expenses, and home/auto repairs. \$ _____
5. **Education Fund:** The total cost of sending your children to college. The current annual average cost of public and private colleges are about \$13,000 and \$28,000, respectively. \$ _____
6. **Total Cash for Immediate Needs:** Sum of Lines 1 through 5 \$ _____

Future Income Needs

7. **Survivor's Income Replacement Need:** Generally, your family will need to replace 60%-90% of your current gross annual income in order to maintain its standard of living after your death. \$ _____
8. **Money Factor:** Present value of your dependent's income needs, how long it is needed, and an assumed "Real Rate of Return." \$ _____
9. **Present Value of Future Income Needs:** Line 7 times Line 8 \$ _____

Available Funds

10. **Savings and Investments:** The current value of savings and investments which may be liquidated to provide your family cash flow upon your death. Includes stocks, bonds, savings accounts, etc. \$ _____
11. **Retirement Savings:** The current value of retirement savings which may be liquidated to provide your family cash flow upon your death. Include IRA, 401(k), annuities, and other retirement accounts. \$ _____
12. **Other Assets:** All other assets which may provide income to your family (inheritances, commodities, rental properties, etc.) \$ _____
13. **Current Life Insurance:** Include all life insurance policies, including coverage through your employer. \$ _____
14. **Total Available Funds:** Sum of Lines 10 through 13 \$ _____

Needs Summary

15. **Total Funds Needed at Death:** Line 6 plus Line 9 \$ _____
16. **Total Available Funds:** From Line 14 \$ _____
17. **Estimate of Additional Life Insurance Coverage :** Line 15 minus Line 16 \$ _____