



How Much Life Insurance Does Your Client Need?

Life Insurance Needs Analysis for: _____

As a provider for your family, your loved ones have a life that would not be the quality it is without you. It is especially important to protect your family's quality of life in the event that you are no longer there to provide for them. Determine what your potential life insurance needs are by completing this simple worksheet.

Expense:	Formula:	Estimated Dollar Amount:
1. Income Replacement	7x-10x annual income	\$ _____
2. Mortgage/Rent	Remaining mortgage or estimate of annual rent x 5 yrs	\$ _____
3. Outstanding Debt	Outstanding loans, credit card debt, other debt	\$ _____
4. College Education	Estimated cost of college per year (multiplied by 4 years) multiplied by number of children	\$ _____
5. Emergency Fund	25% to 50% of annual income	\$ _____
6. Funeral Cost	Approx. \$10,000	\$ \$10,000 _____
7. Total Cash Needed	Add Lines 1 through 6	\$ _____
8. Assets:	a. Liquid Cash, Savings, Checking	\$ _____
	b. Other assets Existing Life Insurance, Bank CDs, Investments, Retirement Accounts	\$ _____
Expected Insurance Need	Line 7 minus Line 8	\$ _____