



Life Insurance Needs Analysis for

This worksheet can be used to help clients assess what they're trying to protect in the event of their untimely death. This method not only focuses on the amount of coverage needed, but the timeframe of those needs as well.

TEMPORARY:

Mortgage debts _____

Other debts (*student loans, credit cards, auto loans, etc.*) _____

Education needs (*estimated college expenses for all children*) _____

Net income (*60% of annual gross income, then multiply by years needed*) _____

Total: _____

PERMANENT:

Emergency liquidity fund (*25%-50% of annual income*) _____

Final expenses _____

Chronic illness expenses _____

Potential income tax liability _____

Total: _____

Notes _____

Use the amounts in the "totals" section to get a general idea of the insurance needs for your client. These permanent needs can help be met with universal life products and the temporary needs with Term®.

Life insurance products are not bank products, are not a deposit, are not insured by the FDIC, nor any other federal entity, have no bank guarantee, and may lose value. Payment of benefits under the life insurance policy is the obligation of, and is guaranteed by The Life Insurance Company. Products are backed by the full financial strength of Life Insurance carrier guarantees are based on the claims paying ability of the insurer.