



Needs Analysis

Immediate Cash Needs

- 1. **Final expense:** 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 pay off 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 costs of public and private colleges are about \$17,000 and \$33,000, respectively. _____
- 6. Total cash for immediate needs *(enter the sum of lines 1-5)* _____

Future Income Needs

- 7. **Survivor's income replacement needs:** Generally, it is estimated that your family will need to replace 70% of your current gross annual income for 10 years in order to maintain its standard of living after your death. _____
- 8. **Number of years to replace income:** You may also consider coverage until youngest child is 18 or through college. If no children, consider coverage until retirement age. _____
- 9. Present value of future funds *(enter the product of lines 7 and 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. Include stocks, bonds, savings accounts, etc. _____
- 11. **Retirement savings:** The current value of retirement savings if you will be liquidated to provide your family cash flow upon your death, otherwise exclude. Consider your 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 *(enter the 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 need *(line 15 minus line 16)* _____