

Family Needs Analysis

This form can assist in determining how much life insurance you may need to meet a goal of providing for your loved ones in the event of death.

>>Immediate Money Fund/Final Expenses

This fund is for the bills presented after death, which will have to be paid. (Final expenses will generally total \$5,000 to \$50,000 for most families.)

>> Medical and hospital expenses >> Federal Estate Taxes >> Burial expenses \$ _____
 >> State Death Taxes >> Attorney's/Executor's fees >> Probate court costs

>>Debt/Loan Repayment

>> Credit card balance(s) >> Auto loans >> Education loans
 >> Home improvement loans >> Unpaid notes >> Outstanding bills plus \$ _____

>>Emergency Fund

This fund guards against unexpected events, or bills not readily payable from current income, such things as: job loss, major repairs to the home or automobile, medical emergencies, etc. plus \$ _____

>>Mortgage Protection/Rent Fund

What it take to pay your mortgage off today? What would it take to cover your rent for one year? plus \$ _____

>>Child/Home Care Fund

This fund is for child care service expenses. Also, for new expenses that would be created as a result of the death of a spouse formerly performing these duties without any cash outlay. plus \$ _____

>>Educational/Vocational Fund

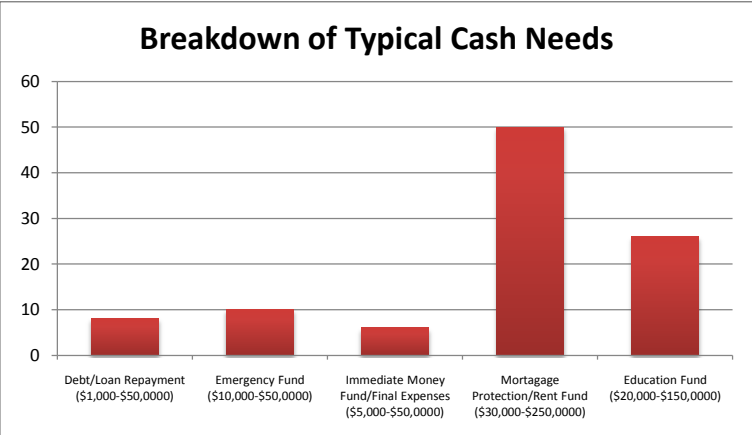
The cost of a four-year undergraduate educational or comparable vocational training will vary by state and type of school. plus \$ _____

>>Replacement of Lost Income

To generate income after your death, select a desired level of income and divide it by an assumed rate of return. This will give you an estimate of the amount of money which can generate the desired income from a safe environment.

Desired Income: \$ _____
 Less Survivor Income: minus \$ _____
 Needed Income: equals \$ _____
 Assumed Rate of Return: Divided by _____ %
 Investment Capital: equals \$ _____ plus \$ _____

>>Life Insurance Needs



Total Need = \$ _____
 Less: Current Savings - \$ _____
 Less: Existing Life Insurance - \$ _____
Additional Life Insurance Needed \$ _____



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