

Immediate Needs

Funeral Costs (Avg \$10,000) _____
Unpaid Medical Costs _____

(A) Total Immediate Needs _____

Readjustment Needs

Mortgage payoff _____
Other Loans (car, student,
home equity, credit card) _____

Cash Fund for Emergencies _____
*Survivor income _____

(B) Total Readjustment Needs _____

Legacy Needs

College Fund(s) _____
Charitable Gifting _____

Retirement Fund _____
Other _____

(C) Total Legacy Needs _____

Total Needs A + B + C _____

Subtract Current Cash Resources

Existing Life Insurance _____
Cash _____
Investments _____
Total Cash Available _____
Life Insurance Needed _____

* Consider one of these simple methods...

1) Determine how much annual income you will need and divide it by a conservative interest rate. Example 4%.

$$\frac{12,000}{.04} = \$300,000$$

annual income interest rate capital needed

(subtract "Total Cash Available" from " Total Needs")

2) 5 to 7 times your annual gross income.