



NAME \_\_\_\_\_  
 AGENT \_\_\_\_\_  
 DATE \_\_\_\_\_

## Life Insurance Estimator

### INCOME

**1. Annual before tax income your family would need if you died today**

Typically between 60% and 80% of total income. Include all salaries dividends, interest and any other sources of income.

\$ \_\_\_\_\_

**2. Annual income available to your family from other sources**

Include dividends, interest, and spouse's earnings (Social Security may be available)

\$ \_\_\_\_\_

**3. Annual income to be replaced** (Subtract line 2 from line 1)

\$ \_\_\_\_\_

**4. Capital need for income**

Multiply line 3 by the appropriate factor below

Years Income Needed	10	15	20	25	30	35	40	45	50
Factor <sup>1</sup>	8.8	12.4	15.4	18.1	20.4	22.4	24.1	25.6	26.9

\$ \_\_\_\_\_

### EXPENSES

**5. Funeral<sup>2</sup> and other final expenses**

Typically the greater of \$15,000 or 4% of your estate

\$ \_\_\_\_\_

**6. Mortgage and other outstanding debts**

Include mortgage balance, credit card debt, car loans, home equity loans, etc.

\$ \_\_\_\_\_

**7. College costs<sup>3</sup>**

2007-2008 average annual costs at four-year colleges and universities  
 public -- \$17,336; private -- \$35,374

	Annual Amount	X	Number of Years in College=	Total Cost (\$)
Child 1		X		
Child 2		X		
Child 3		X		
Child 4		X		
Child 5		X		
<b>Total Capital need for College</b>				

\$ \_\_\_\_\_

**8. Total capital required** (Add lines 4, 5, 6, & 7)

\$ \_\_\_\_\_

### ASSETS

**9. Savings and investments**

Bank accounts, CDs, stocks, bonds, mutual funds, real estate/rental property, etc.

\$ \_\_\_\_\_

**10. Retirement savings**

IRAs, 401(k) plans, SEPs, pension and profit sharing plans

\$ \_\_\_\_\_

**11. Present amount of Life Insurance**

Include group insurance and personal insurance purchased on your own

\$ \_\_\_\_\_

**12. Total of all assets** (Add lines 9,10 and 11)

\$ \_\_\_\_\_

**13. Estimated amount of additional Life Insurance needed** (Subtract line 12 from line 8)

\$ \_\_\_\_\_

1. Inflation assumed to be 3%. The rate of return on investments is assumed to be 6%.  
 2. Many funerals run well over \$10,000 --- Federal Trade Commission --- Retrieved on September 23, 2008 from <http://www.ftc.gov/bcp/edu/pubs/consumer/products/pro19.shtm>  
 3. Source: The College Board, Trend in College Pricing 2007. Costs include tuition, room, board, books and supplies, transportation, and other expenses for a resident. The College Costs numbers are the 2007-2008 national average for a four-year college or university.