

Life Insurance Needs

Do you know how much life insurance you need? This worksheet can help you get a general sense of how much life insurance would be appropriate for your specific situation. Before you buy a policy, you should meet with an Assurity insurance professional for a more thorough analysis to narrow your options to the perfect policy for you!

Income:

1. **Total annual income your family would need if you died today**
What your family needs, before taxes, to maintain its current standard of living (typically between 60% - 75% of total income) \$ _____
2. **Annual income your family would receive from other sources**
For example, spouse's earnings or a fixed pension¹ (do not include income earned on your assets - it will be covered later) \$ _____
3. **Income to be replaced**
Subtract line 2 from line 1 \$ _____
4. **Capital needed for income**
Multiply line 3 by appropriate factor in Table A. \$ _____

Years Income Needed	Factor
10	8.8
15	12.4
20	15.4
25	18.1
30	20.4
35	22.4
40	24.1

Expenses:

5. **Funeral and other final expenses**
Typically \$10,000 to \$25,000 \$ _____
6. **Mortgage and other outstanding debts**
Include mortgage balance, credit card balance, car loans, etc. \$ _____
7. **Capital needed for college**
(2007-2008 avg. four-year cost; Private: \$146,210 | Public: \$61,499)²

Estimated 4-year Cost	Factor (Table B)	Net Present Value	
Child 1 _____	X _____	= _____	} + _____
Child 2 _____	X _____	= _____	
Child 3 _____	X _____	= _____	
8. **Total capital required**
Add lines 4, 5, 6 and 7 \$ _____

Years Before College	Factor
5	.95
10	.91
15	.86
20	.82

Note: These tables help determine Net Present Value (NPV), the amount of capital required today to satisfy future income or college cost needs given an assumed investment return of 6%, inflation of 3% for living costs and 5% for college costs.

Assets:

9. **Savings and investments**
Bank accounts, money market accounts, CDs, stocks, bonds, etc. \$ _____
10. **Retirement savings**
IRAs, 401(k), SEP plans, pensions, profit sharing plans³, etc. \$ _____
11. **Present amount of life insurance**
Individual and group plans \$ _____
12. **Total income producing assets**
Add lines 9, 10 and 11 \$ _____
13. **Life insurance needed**
Subtract line 12 from line 8 \$ _____

¹ Social Security benefits, which may be available, have not been factored into this calculation.

² Trends in *College Pricing*, 2007, The College Board. Costs reflect total charges, which include tuition, fees, room and board.

³ Distributions from most retirement savings plans are subject to ordinary income tax rates.