

Life Insurance Needs Analysis

A Tool to Estimate the Right Amount of Life Insurance Coverage



Immediate Cash Needs

- 1 **Final Expenses:** 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 cost of public and private colleges are about \$13,000 and \$28,000, respectively. \$ _____
=
- 6 **Total Cash for Immediate Needs:** Sum of Lines 1 through 5 \$ _____

Future Income Needs

- 7 **Survivor's Income Replacement Need:** Generally, it is estimated that your family will need to replace 65% to 75% of your current gross annual income in order to maintain its standard of living after your death. \$ _____
X
- 8 **Money Factor:** Determine using the Money Factor Chart (reverse) _____
- 9 **Present Value of Future Income Needs:** Line 7 times Line 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 which may be liquidated to provide your family cash flow upon your death. Include 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:** 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 Needed:** Line 15 minus Line 16 \$ _____

Determine Your Money Factor

This chart provides the factor needed in Line 8 to determine the present value of your dependents' income needs. It considers how long that income will be needed, and an assumed "Real Rate of Return."

- ① Annual Growth Rate: (Average is between 5.5 percent and 10 percent) _____ %
- ② Annual rate of Inflation: (Average is between 0.0 % and 4.5)¹ - _____ %
- ③ Your Real Rate of Return: = _____ %

Match up your Real Rate of Return in the orange shaded row below with the number of years your beneficiaries will need income (in the grey column) to find your Money Factor to enter as line item 8 on the reverse side.

Income is Needed...	Your Real Rate of Return								
	1%	2%	3%	4%	5%	6%	7%	8%	9%
5 years	4.9	4.8	4.7	4.6	4.5	4.5	4.4	4.3	4.2
10 years	9.6	9.2	8.8	8.4	8.1	7.8	7.5	7.2	7.0
15 years	14.0	13.1	12.3	11.6	10.9	10.3	9.7	9.2	8.8
20 years	18.2	16.7	15.3	14.1	13.1	12.2	11.3	10.6	10.0
25 years	22.2	19.9	17.9	16.2	14.8	13.6	12.5	11.5	10.7
30 years	26.1	22.8	20.2	18.0	16.1	14.6	13.3	12.2	11.2
35 years	29.7	25.5	22.1	19.4	17.2	15.4	13.9	12.6	11.5
40 years	33.2	27.9	23.8	20.6	18.0	15.9	14.3	12.9	11.7

¹ For information on annual rate of inflation: <http://www.usinflationcalculator.com/inflation/current-inflation-rates/>

This Life Insurance Needs Analysis is intended only to provide a general estimate of the amount of life insurance coverage you may need. This analysis provides only a snapshot of your current situation. You should complete a new Life Insurance Needs Analysis at least annually, and whenever your relevant information changes. The results of this analysis are based on your inputs and assumptions. Changes to those items will produce different results.

Neither Protective Life Insurance Company nor its representatives offer legal or tax advice. Investors should consult their attorney or tax adviser regarding their individual situation.

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Not a Deposit	Not Insured by Any Federal Government Agency	
No Bank Guarantee	Not FDIC Insured	May Lose Value