NAME(S) ___________________________ DATE ______________

LIFE INSURANCE NEEDS

ITEM | EXAMPLE | YOUR AMOUNT
--- | --- | ---
1. INCOME - REPLACEMENT | $30,000 | $__________
2. YEARS INCOME WILL BE NEEDED | | 

<table>
<thead>
<tr>
<th>YEARS</th>
<th>10</th>
<th>15</th>
<th>20</th>
<th>25</th>
<th>30</th>
<th>40</th>
</tr>
</thead>
<tbody>
<tr>
<td>FACTOR</td>
<td>8.98</td>
<td>12.84</td>
<td>16.35</td>
<td>19.52</td>
<td>22.39</td>
<td>31.42</td>
</tr>
</tbody>
</table>

Enter the factor number | x 22.39 | x__________
3. SUBTOTAL | 671,700 | __________
4. FUNERAL EXPENSES | | 
Enter the amount for funeral expenses and | + 10,000 | +__________
other final-expense needs.
5. DEBT | | 
Enter the total amount of all debt owed. | +140,000 | +__________
6. OTHER | | 
Consider other needs such as college-expenses, | + 0 | +__________
a readjustment-period for a spouse, or day care.
7. TOTAL EXPENSES | 821,700 | __________
8. GOVERNMENT BENEFITS | | 
Take the monthly amount of Social Security | | 
survivor benefits and other benefits and multiply | - 207,816 | - __________
them by twelve and then multiply by the number | | 
of years they will be received. Subtract that | | 
amount ($1237 x 12 months x 14 years).
9. OTHER | | 
Subtract other items such as current assets or | - 300,000 | - __________
added income from family members for the same | | 
time period as above.
10. TOTAL | | 
This is how much insurance is needed to cover | $313,884 | $__________
the needs of your survivors.