

LIFE INSURANCE QUICK ESTIMATOR

HOW MUCH LIFE INSURANCE IS ENOUGH?

Client Name _____ Date _____

Agent Name/Approved Title _____

This worksheet from the Prudential Insurance Company of America provides a quick and simple method to estimate the amount of life insurance you will need.

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 needed for income

Multiply line 3 by the appropriate factor below

\$ _____

| | | | | | | | | | |
|---------------------|-----|------|------|------|------|------|------|------|------|
| Years Income Needed | 10 | 15 | 20 | 25 | 30 | 35 | 40 | 45 | 50 |
| Factor ¹ | 8.8 | 12.4 | 15.4 | 18.1 | 20.4 | 22.4 | 24.1 | 25.6 | 26.9 |

EXPENSES

5. Funeral² 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 costs³

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 | | |
| Total capital needed for college | | | | |

\$ _____

8. Total capital required (Add lines 4, 5, 6 and 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 is 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, Trends 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

This material is designed to provide general information in regard to the subject matter covered. It should be used with the understanding that we are not rendering legal, accounting, or tax advice. Such services should be provided by your own advisors. Accordingly, any information in this document cannot be used by any taxpayer for purposes of avoiding penalties under the Internal Revenue Code.

Securities and Insurance Products: Not Insured by FDIC or any Federal Government Agency. May Lose Value. Not a Deposit or Guaranteed by any Bank or Bank Affiliate.

Prudential, Prudential Financial, the Rock logo, and the Rock Prudential logo are registered service marks of The Prudential Insurance Company of America, Newark, NJ, and its affiliates.