



Life Insurance Needs Analysis for

This worksheet can be used to help clients assess what they're trying to protect in the event of their untimely death. This method not only focuses on the amount of coverage needed, but the timeframe of those needs as well.

TEMPORARY:

Mortgage debts _____

Other debts (*student loans, credit cards, auto loans, etc.*) _____

Education needs (*estimated college expenses for all children*) _____

Net income (*60% of annual gross income, then multiply by years needed*) _____

Total: _____

PERMANENT:

Emergency liquidity fund (*25%-50% of annual income*) _____

Final expenses _____

Chronic illness expenses _____

Potential income tax liability _____

Total: _____

Temporary + Permanent Needs Total: _____

Total Assets (cash, savings, existing life insurance, investments, retirement accounts): _____

Total Needs Minus Total Assets (expected insurance needs): _____

Use the amounts in the "totals" section to get a general idea of the insurance needs for your client. These permanent needs can help be met with Columbus Life's line of universal life products and the temporary needs with Nautical Term®.

For more information, contact Columbus Life Sales Desk at 800.677.9696, option 4.

Term Life Insurance Policy Series ICC19 CL 83 1901 issued by Columbus Life Insurance Company. Product and feature availability, as well as benefit provisions, vary by state. Check the state variation.

Life insurance products are not bank products, are not a deposit, are not insured by the FDIC, nor any other federal entity, have no bank guarantee, and may lose value. Payment of benefits under the life insurance policy is the obligation of, and is guaranteed by Columbus Life Insurance Company. Products are backed by the full financial strength of Columbus Life. Guarantees are based on the claims paying ability of the insurer.

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