

## A LIFE INSURANCE PLANNING WORKSHEET

# What Is It For?

*Whether you need life insurance, and how much, worked out before anyone mentions a product.*

---

Prepared for \_\_\_\_\_

Date \_\_\_\_\_

## Before you start

Fixed, indexed, variable, whole, term. Everyone selling life insurance has a favorite policy. This worksheet starts somewhere else: with the job the money would need to do if you died, and for how long. Once the jobs are clear, the amount and the type usually follow on their own.

It takes about forty-five minutes. Bring it to our conversation, finished or not. Coverage through work counts, and it is the coverage people most often forget.

**1****List the jobs**

What the money would need to do for your family, and for how many years.

**2****Count what you have**

Policies you own, coverage through work, and savings that would pass to survivors.

**3****Find the gap**

What is left over, if anything, and whether each job is temporary or permanent.

*Sometimes the answer is more coverage, sometimes different coverage, and sometimes it is to keep exactly what you have. The jobs decide, not the product.*

## STEP 1

# List the jobs

Mark each job that would matter to your family. For the ones that matter, estimate the amount and how many years the need would last. Leave the last column for Step 5.

| Job the money would do                                                      | Matters? | Amount | Years | T or P |
|-----------------------------------------------------------------------------|----------|--------|-------|--------|
| Replace income for a spouse or partner                                      |          |        |       |        |
| Pay off the mortgage                                                        |          |        |       |        |
| Pay off other debts                                                         |          |        |       |        |
| Fund education for children or grandchildren                                |          |        |       |        |
| Cover final expenses                                                        |          |        |       |        |
| Give the estate cash to settle or pay estate taxes                          |          |        |       |        |
| Fund a buy-sell agreement or replace a key person in a business             |          |        |       |        |
| Even out an inheritance (for example, when one child receives the business) |          |        |       |        |
| Leave a gift to family or charity                                           |          |        |       |        |
| Other                                                                       |          |        |       |        |
| Total of the jobs that matter                                               |          |        |       |        |

Matters? Write Y or N. T or P: temporary or permanent, from Step 5.

## STEP 2

# What you already own

List every life insurance policy, including group coverage through work. Group coverage often ends when the job does.

| Policy or source | Type | Death benefit | Premium | Ends when | Beneficiary |
|------------------|------|---------------|---------|-----------|-------------|
|                  |      |               |         |           |             |
|                  |      |               |         |           |             |
|                  |      |               |         |           |             |
|                  |      |               |         |           |             |
|                  |      |               |         |           |             |
| Total coverage   |      |               |         |           |             |

Type: term, whole life, universal life, indexed universal life, variable universal life, or group.

## STEP 3

# What else would pay

Money that would pass to your survivors and could do some of the same jobs.

| Resource                                             | Amount |
|------------------------------------------------------|--------|
| Savings and investments that would pass to survivors |        |
| Retirement accounts that would pass to survivors     |        |
| Other                                                |        |
| Total other resources                                |        |

Monthly survivor income does not go in the total above, but it lowers how much income replacement your family would need in Step 1.

Pension survivor benefit, monthly \_\_\_\_\_ Social Security survivor, monthly \_\_\_\_\_

#### STEP 4

## The gap

The totals carry over from Steps 1 through 3.

|                                         | Amount |
|-----------------------------------------|--------|
| Total of the jobs (Step 1)              |        |
| Minus coverage you already own (Step 2) |        |
| Minus other resources (Step 3)          |        |
| The gap                                 |        |

If the gap is zero or less, you may not need more coverage. It may still be worth checking whether what you own costs more than the job it is doing.

#### STEP 5

## Match each job to how long it lasts

Go back to Step 1 and mark each job T for temporary or P for permanent. This is where the type of policy comes from: not from the product, from the job.

### T Temporary jobs end

Income until retirement, the mortgage, children until they are on their own. These generally match coverage that lasts a set term.

### P Permanent jobs don't

Cash for the estate, a lifetime gift, a buy-sell agreement for a business you will own for decades. These generally call for coverage built to last for life.

Is any policy I own doing a different job than I thought, or a job that no longer exists?

## STEP 6

# What to bring to our conversation

- ☐ This worksheet, finished or not
- ☐ Every life insurance policy you own, including group coverage details from work
- ☐ For permanent policies, your latest annual statement and any recent in-force illustration
- ☐ Your beneficiary designations
- ☐ Any buy-sell or partnership agreement, if you own a business

## WHEN YOU'RE READY

## Let's start with the plan.

A complimentary conversation with Ruth D. Goldstein, CFP®, ChFEBC<sup>SM</sup>, in person or by phone. Call (404) 703-6151.

### About this worksheet

What Is It For? is provided for educational purposes. Completing it creates no advisory relationship and no obligation to buy anything. Nothing in it is a recommendation to buy or sell any security or insurance product.

### How we are paid

Mainstreet Financial Group, LLC is a fee-based registered investment adviser. For advisory and planning services we are compensated by fees you pay directly, as disclosed in our Form ADV Part 2A. Our advisors are also licensed to sell insurance; if your plan calls for an insurance product and you purchase it through us, insurance services are offered through Mainstreet Financial Advisory Group, LLC and a commission may be received. You are never obligated to purchase insurance through us.

Planning conversations are offered through Mainstreet Financial Group, LLC, 160 Clairemont Rd, Suite 200, Decatur, GA 30033.

Investment Adviser Representative of Mainstreet Financial Group, LLC, 1274 Kittredge Court, Atlanta, GA 30329. Phone: 678-436-8760. Investment advisory services are offered through Mainstreet Financial Group, LLC, a Georgia Registered Investment Adviser.

Information presented is for educational purposes only and is not an offer or solicitation for the sale or purchase of any securities, insurance product, or investment advisory services. Insurance services are offered through Mainstreet Financial Advisory Group, LLC. Marketing and education services are provided through Mainstreet Financial Education Inc.