

# Basic Life Insurance Planner

Client Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Annual Income: \_\_\_\_\_

Estimate Years Until Passing: \_\_\_\_\_

## I. Financial Obligations

- A. Mortgage (total needed to pay off all balances): \$ \_\_\_\_\_
- B. Education (college tuition x #children): \$ \_\_\_\_\_
- C. Credit Cards Balances: \$ \_\_\_\_\_
- D. Vehicle Loans: (cars, boats, other toys): \$ \_\_\_\_\_
- E. Final Burial Expenses (\$10,000+): \$ \_\_\_\_\_
- F. Other Final Expenses (typically the greater of \$15,000 or 4% of your estate,\* includes taxes, probate fees, lawyers' & accounting fees & other administrative fees): \$ \_\_\_\_\_
- G. Medical Expenses Outstanding: \$ \_\_\_\_\_
- H. Other Outstanding Obligations: \$ \_\_\_\_\_

**Total Current Financial Obligations:** (Add A through H)

\$

## II. Human Life Value

- A. Human Life Value (Earnings x Years to Retirement): \$ \_\_\_\_\_
- B. Survivor Life Value (Earnings x years\*\*): \$ \_\_\_\_\_

**Total Human Life Value:** (Add A +B)

\$

**TOTAL INSURABLE NEED:**(Total Current Obligations + Human Life Value) \$ \_\_\_\_\_

I have reviewed the above information with the client and recommended \$ \_\_\_\_\_ face amount. He/she elected to purchase a life insurance policy in the amount of \$ \_\_\_\_\_.

\_\_\_\_\_  
Agent Name Print

\_\_\_\_\_  
Client Name Print

\_\_\_\_\_  
Agent Name Sign

\_\_\_\_\_  
Date

\_\_\_\_\_  
Client Name Sign

\_\_\_\_\_  
Date