



HERMANN SONS LIFE

Needs Analysis/Best Interest

Personal and Confidential

Client Name _____ Age _____ Spouse Name _____ Age _____

Names and Ages of Children _____

	Annual Income	Client
Obligations		\$
Final Expense <i>Funeral, hospital, doctor bills, legal fees, and taxes due at time of death</i>		\$
Mortgage Cancellation <i>If I were to die today, amount needed to pay off mortgage</i>		\$
Debt Cancellation <i>If I were to die today, amount needed to pay off current debt (vehicle, credit cards, personal loans etc.)</i>		\$
College Expense <i>In the event of untimely death – amount to set aside to assist a child with college</i>		\$
Income Fund <i>Amount needed annually to continue current lifestyle.</i>		\$
	Total Obligations	\$

Assets Approximate Value	
Life Insurance (HSL, etc.)	\$
Employer Insurance (Group Coverage)	\$
Retirement Accounts (401(k), IRAs, Annuities, etc.)	\$
Stocks, Bonds	\$
CDs, Savings, Checking	\$
Other Assets	\$
	Total Assets
	Total Obligations – Assets =
	\$

Client _____ Date _____ Agent _____ Date _____

Date(s) of Annuity discussion with client _____

Topics discussed/reasons Annuity chosen: _____

Financial Needs to Consider	Estimated Need Amount
Expenses upon death of insured including funeral, medical immediate to death, probate and legal fees - immediate needs.	\$15,000-\$20,000
Pay debts: credit cards, auto loans, personal loans, etc. (but not mortgage loan). Add up all smaller debts to be cleared from estate.	ACTUAL AMOUNT NEEDED
Emergency fund (new roof, air-conditioning compressor, major auto repairs, other major repairs). Set aside funds to be held for emergency.	ONE HALF OF ANNUAL INCOME
Mortgage payment, including taxes and insurance OR rent cost.	ACTUAL COST FOR 120 MONTHS
Child care to age 18 - day care @ \$100/week/child, transportation, etc. (If a relative would babysit, consider how long the relative could do so and subtract those years.)	\$8,000-\$14,000 PER CHILD PER YEAR
Children's education - college or trade school, non-private. Private schools cost more.	\$20,000-\$40,000 PER YEAR PER CHILD
Special needs/normal living expenses, including food, clothing, utilities, taxes (if no mortgage), insurance premium (life, medical, property), auto including gas, maintenance, special equipment and care for physically or mentally challenge family member. Cost to live.	ACTUAL MONTHLY COST TIMES 120 MONTHS
Total cash need. The amount the survivor will need to continue his/her current lifestyle.	SUM OF THE ABOVE
Other life insurance payable on life of member including group, other companies and Hermann Sons Life.	TOTAL PAYABLE TO SURVIVOR
Cash on hand, checking and savings accounts, CDs, Treasury Bonds, etc.	EASILY AVAILABLE, LIQUID ASSETS
Other income from Social Security, annuities, retirement, rental property, stocks, bonds, etc.	ACTUAL OR ESTIMATED AMOUNTS/120 MONTHS
Funds available at death are the funds available from a cash estate, other income sources or life insurance.	SUM OF THE ABOVE
Life insurance needs - the amount needed but not covered by cash estate, income and other life insurance	MINIMUM INSURANCE NEEDED

Life insurance or annuities needs analysis is based on the assumption that the prospect wants his or her survivor to keep his or her current lifestyle and not have to adjust living standards downward. In most cases the life insurance industry uses 120 months (10 years) as a standard. Individual survivors may need more or less time. Note that individual needs may be subject to change as life situations change.