# Determining Amount of Term & Permanent Insurance

**Implementation Worksheet**

**Purpose:**

This worksheet will help you to ascertain the amount of term life insurance and the amount of permanent life insurance you should have today.

**Directions:**

For each item listed on **lines 1-6**, record the appropriate dollar need on either the permanent of term life insurance need line.

***NOTE: A particular need could be both permanent and a term need. A term life insurance need is typically defined as a need existing for 20 years or less. If the need is longer than 20 years, the need is best solved with permanent life insurance.***

On **line 7**, list the total of the dollar amounts listed on lines 1-6 that are permanent life insurance needs. Then subtract lines 8 and 9 from line 7 to indicate the amount of additional permanent life insurance needed, if any.

On **line 11**, list the total of the dollar amount listed on lines 1-6 that are term life insurance needs. Then subtract lines 12, 13 and 14 from line 11. This will indicated the amount of additional term life insurance needed, if any.

**NOTE: On line 3 the guideline for mortgage is the following:**

* If 30 years left, split life insurance 50% Term & 50% Permanent
* If 25 years left, split life insurance 75% Term & 25% Permanent
* If less than 20 years, should be all term insurance

**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Permanent Need Term Need**

1. Funeral/Final Expenses
2. Emergency Money
3. Mortgage (Years Remaining)
4. Other Debts
5. Education Money
6. Income Shortfall
7. **Total Permanent insurance needs:**
8. Existing permanent insurance
9. Savings & Investments
10. Additional Permanent Ins. needed
11. **Total Term Insurance need**
12. Excess Permanent insurance
13. Existing Term insurance
14. Remaining $ available

(Line 7 minus line 9)

1. **Additional Term ins. needed**