



Life Insurance Needs Analysis

	CLIENT	SPOUSE
FINAL EXPENSES <i>National average is \$10,000-\$15,000</i>	_____	_____
DEBT <i>Mortgage, credit card, auto loan, etc.</i>	_____	_____
EDUCATION <i>Desired amount to provide survivors</i>	_____	_____
INCOME <i>Annual income you wish to provide survivors x number of years of need</i>	_____	_____
SPECIAL <i>Child's wedding, dream vacation for surviving family, etc.</i>	_____	_____
TOTAL	_____	_____
(CURRENT COVERAGE)	_____	_____
TOTAL NEED	_____	_____

