Living Value Worksheet

The Living Value of the Death Benefit of Life Insurance™

One of the major advantages of permanent life insurance is the "living value" provided by the death benefit to insureds during their retirement years. This feature of permanent life insurance makes it a powerful financial product. Few other financial instruments offer as many features as permanent life insurance.

The death benefit of a permanent life insurance policy has two functions.

1. The first is to provide security to a beneficiary in the event of death of the insured.
2. The second is to provide a living value to the insured prior to the insured's death.

Both functions of the death benefit provide a valuable resource to all individuals, families and businesses.

This Living Value Worksheet will demonstrate the importance of owning permanent life insurance during your retirement years. The need for permanent life insurance during your retirement years can be demonstrated through the integration and coordination with the retirement assets that you may own at that time. The performance of your various assets may be enhanced with the existence of permanent life insurance. Also, when permanent life insurance is in place, your assets have the potential to be protected from several eroding factors such as market risk, inflation, income taxes, estate taxes, creditors, and interest rate decline.

Here is a list of some of the living values a death benefit may provide during your retirement:

1. Make non-income producing assets produce an income
2. Make income producing assets provide greater retirement income
3. Reduce income taxes throughout retirement
4. Reduce market or interest rate risk on asset portfolios
5. Provide increasing income during retirement rather than fixed income
6. Diminish concern over running out of money
7. Reduce the amount of capital required to meet your retirement needs
8. Enhance protection of your assets against claims of creditors
9. Provide for legacy planning

This worksheet will provide you with many insights as to how these death benefit features of a permanent life insurance policy may "come alive" for you and your family. It will identify not only potential problems that your current financial situation may contain, but can also provide you with possible solutions to implement.

Since the future is impossible to predict, any values shown are hypothetical and are based on current assumptions.

Present Financial Position

Client Data

Last Name

Date

_________ / _________ / _________

Assumptions

Age

Time Horizon Illustrated

Marginal Tax Bracket

%

Capital Gains Rate

%

Net C.O.M. Rate

%

Notes:

← Hypothetical Income

Hypothetical Output →

Vehicle Insurance	Property Insurance	Liability Insurance
Disability Insurance	Medical Insurance	Government Plans
Wills & Documents	Trusts & Ownership	Life Insurance

Recovery of Costs

WCA/Checking	Savings	Credit Union
Savings Bonds	Certificates	Money Market
Tax Deferred	Tax Free	Tax Deductible

Recovery of Costs

Government Bonds	Corporate Bonds	Municipal Bonds
Preferred Stocks	Bluechip Stocks	Growth Sector
Collectibles	Real Estate	Business/Shelters

$ ________________

Total Hypothetical Input

$ ________________

Total Hypothetical Output

Strategic Alternative

Notes:

← Hypothetical Income

Hypothetical Output →

Vehicle Insurance	Property Insurance	Liability Insurance
Disability Insurance	Medical Insurance	Government Plans
Wills & Documents	Trusts & Ownership	Life Insurance

Recovery of Costs

WCA/Checking	Savings	Credit Union
Savings Bonds	Certificates	Money Market
Tax Deferred	Tax Free	Tax Deductible

Recovery of Costs

Government Bonds	Corporate Bonds	Municipal Bonds
Preferred Stocks	Bluechip Stocks	Growth Sector
Collectibles	Real Estate	Business/Shelters

$ ____________

Total Hypothetical Input

$ ____________

Total Hypothetical Output