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SURVIVOR LIFE INSURANCE NEEDS

DECEMBER 09, 2023

PLEASE READ THIS DISCLOSURE CAREFULLY.

This information may help you analyze your financial planning needs. It is based on information and assumptions provided by you regarding your goals, expectations and financial situation. This service shall not infer that company assumes any fiduciary duties. In addition, such service should not be relied upon as the only source of information. This information is supplied from sources we believe to be reliable but we can not guarantee its accuracy. Hypothetical illustrations may provide historical or current performance information. Past performance does not guarantee nor indicate future results. SECURITIES AND ADVISORY SERVICES OFFERED THROUGH PACKERLAND BROKERAGE SERVICES, INC., AN UNAFFILIATED ENTITY. MEMBER FINRA & SIPC.

SURVIVOR LIFE INSURANCE

Introduction

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YOUR GREATEST ASSET

Your ability to earn an income is one of your greatest assets. This income is spent on maintaining the standard of living to which you are accustomed.

In the event of your death, your future earnings would be lost forever. The loss of future earnings would have a great impact on your finances in the following areas:

- Standard of living
- Education opportunities
- Dependent needs
- Liability payments
- Long-term financial well-being

JOHN		JANE
\$50,000	salary	\$60,000
4	years	2
1.00%	raises	1.00%
\$203,020		\$120,600

RISK AND INSURANCE

As you can see by this table, your odds of dying increase with age and the time period you want to consider. The cost of insurance will mirror this table. Because of this, it might be less expensive to buy insurance at a younger age and "lock-in" the rate for a longer period of time. Typically your insurance needs will decrease as debts are paid off and dependents leave the home.

CHANCE OF DYING								
YOUR AGE	IN 5 YRS MALE	IN 5 YRS FEMALE	IN 10 YRS MALE	IN 10 YRS FEMALE	IN 20 YRS MALE	IN 20 YRS FEMALE	IN 30 YRS MALE	IN 30 YRS FEMALE
20	1%	< 1%	1%	1%	3%	1%	6%	3%
30	1%	< 1%	2%	1%	5%	3%	12%	7%
40	1%	1%	3%	2%	11%	7%	25%	16%
50	3%	2%	8%	5%	22%	14%	48%	35%
60	7%	4%	15%	10%	44%	32%	82%	70%
70	15%	10%	33%	24%	78%	67%	99%	97%

PLANNING FOR DEATH

Death is a certainty each one of us must face. However, the financial risk associated with death is a risk we can eliminate through planning and a relatively small financial commitment. Our analysis is designed to assess the risks that you face and evaluate what you can do to minimize those risks over the long term.



WHY YOU NEED PLANNING

Planning to meet the financial needs of your survivors is one of the most important and fundamental steps in creating sound financial strategies for you and your family.

When we compare our survivors' needs to the total resources we can provide at death, most of us will find a shortfall. A shortfall situation means that our survivors will be left with the choice of either finding additional resources that we have not been able to identify, or do without many of the financial needs that you hope to cover.

YOUR OBJECTIVES

DESIRED ANNUAL SPENDING	FIRST SPENDING PERIOD		SUBSEQUENT SPENDING PERIOD	
	DESIRED SPENDING (\$)	DURATION (YRS)	DESIRED SPENDING (\$)	DURATION (YRS)
For Survivors of John	\$70,000	40	\$0	0
For Survivors of Jane	\$70,000	40	\$0	0

Marital Status	married
Portfolio Before-Tax Return	6.0%
Average Tax Rate	25.0%
Estimated Inflation Rate	2.0%
Funeral and Related Costs	\$15,000
Estate and Administrative Expenses	\$5,000

SUMMARY OF RESULTS

YOUR SURVIVOR NEEDS SUMMARY	Immediate Need	Survivor Income Need	Totals
For Survivors of John	\$-498,500	\$-503,721	\$-1,002,221
For Survivors of Jane	\$-498,500	\$-580,413	\$-1,078,913

TIMELY SOLUTIONS

Life insurance is uniquely suited for covering financial needs created upon one's death. It is a means of sharing the financial risk of premature death with many, many others who have similar concerns.

You pay a relatively small premium to an insurance company in exchange for the promise of the life insurer to pay your beneficiaries a specified death benefit in the event of your death. A financial need that arises from your death can be eliminated by a financial resource that is created upon your death.



DETAILS OF RESULTS (IN THE EVENT OF JOHN'S DEATH)

By undertaking proper life insurance planning, you can provide income for your survivors, provide a hedge against possible future decline in your asset value and provide a means to retire your debts upon your death. You currently need an additional \$1,002,221 in life insurance coverage on John's life in order to meet your stated objectives.

ANALYSIS OF IMMEDIATE NEEDS

IMMEDIATE CASH NEEDS	\$598,500
Funeral and Related Costs	\$15,000
Estate and Administrative Expenses	\$5,000
Mortgages	\$400,000
Other Debts	\$70,000
Emergency Fund (6 months)	\$35,000
Net Education Funding Need	\$73,500
IMMEDIATE RESOURCES	\$100,000
Existing Life Insurance	\$100,000
SURPLUS / (SHORTFALL)	(\$-498,500)

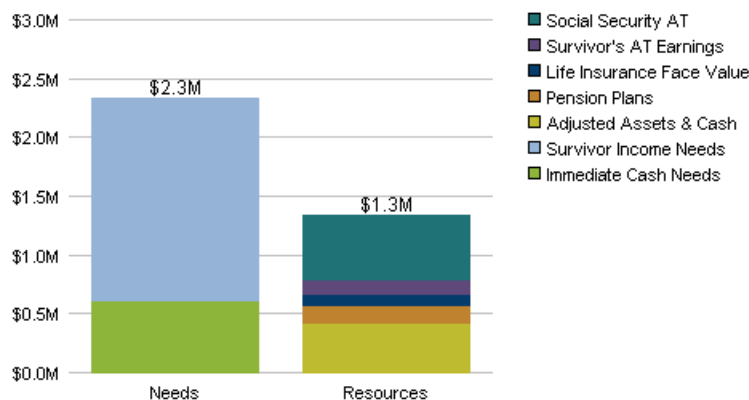
ANALYSIS OF SURVIVOR INCOME NEEDS

SURVIVOR INCOME NEEDS	\$1,737,049
The present value of your stated income needs.	
CAPITAL AND OTHER AVAILABLE RESOURCES	\$1,233,328
Present Value of Adjusted Asset Withdrawals	\$412,500
Pension Plans less Taxes	\$140,874
Present Value of After-Tax Survivor's Earnings	\$124,908
Present Value of Expected Social Security Benefits	\$555,046
SURPLUS / (SHORTFALL)	(\$-503,721)

SUMMARY

SUMMARY	\$-1,002,221
Total Immediate Needs	\$-498,500
Total Income Needs	\$-503,721

NEEDS VS RESOURCES



These projections are hypothetical. This information is meant to provide you with a general idea about your retirement income needs. The results given are for illustrative purposes only and do not represent the actual performance of any current or future investment. Rates of return will vary over time, especially for long-term investments.



SURVIVOR LIFE INSURANCE

Results (annual review)

PREPARED FOR: John and Jane Doe

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December 09, 2023

DETAILS OF RESULTS (IN THE EVENT OF JOHN'S DEATH)

IMMEDIATE NEEDS		SURVIVOR INCOME NEEDS	
Immediate Cash Needs	\$598,500	Survivor Income Needs	\$1,737,049
Immediate Resources	\$100,000	Survivor Capital & Other Resources	\$1,233,328
SURPLUS/(SHORTFALL) (\$-498,500)		SURPLUS/(SHORTFALL) (\$-503,721)	
TOTAL COMBINED SURVIVOR NEEDS SHORTFALL (\$-1,002,221)			

ANNUAL SUMMARY OF SURVIVOR INCOME NEEDS (up to first 40 years of detailed cash flows)

Surviving Spouse Age	Desired Income	Personal Income	Employer Programs	Government Programs	From Investments	Shortfall
63	70,000	45,000	0	26,730	-1,730	0
64	71,400	45,450	0	27,158	-1,208	0
65	72,828	45,904	0	27,593	-669	0
66	74,285	0	9,000	39,248	26,037	0
67	75,770	0	9,000	40,033	26,737	0
68	77,286	0	9,000	40,834	27,452	0
69	78,831	0	9,000	36,941	32,890	0
70	80,408	0	9,000	37,533	33,875	0
71	82,016	0	9,000	22,958	50,058	0
72	83,656	0	9,000	23,326	51,331	0
73	85,330	0	9,000	23,699	52,631	0
74	87,036	0	9,000	24,078	53,958	0
75	88,777	0	9,000	24,463	55,314	0
76	90,552	0	9,000	24,855	56,698	0
77	92,364	0	9,000	25,252	58,111	0
78	94,211	0	9,000	25,656	59,555	0
79	96,095	0	9,000	26,067	61,028	0
80	98,017	0	9,000	26,484	49,304	-13,229
81	99,977	0	9,000	26,908	0	-64,070
82	101,977	0	9,000	27,338	0	-65,639
83	104,016	0	9,000	27,775	0	-67,241
84	106,097	0	9,000	28,220	0	-68,877
85	108,219	0	9,000	28,671	0	-70,547
86	110,383	0	9,000	29,130	0	-72,253
87	112,591	0	9,000	29,596	0	-73,994
88	114,842	0	9,000	30,070	0	-75,773
89	117,139	0	9,000	30,551	0	-77,588
90	119,482	0	9,000	31,040	0	-79,442
91	121,872	0	9,000	31,536	0	-81,335
92	124,309	0	9,000	32,041	0	-83,268
93	126,795	0	9,000	32,554	0	-85,242
94	129,331	0	9,000	33,074	0	-87,257
95	131,918	0	9,000	33,604	0	-89,314
96	134,556	0	9,000	34,141	0	-91,415
97	137,247	0	9,000	34,688	0	-93,560
98	139,992	0	9,000	35,243	0	-95,750
99	142,792	0	9,000	35,806	0	-97,986
100	145,648	0	9,000	36,379	0	-100,269
101	148,561	0	9,000	36,961	0	-102,600
102	151,532	0	9,000	37,553	0	-104,979

These projections are hypothetical. This information is meant to provide you with a general idea about your retirement income needs. The results given are for illustrative purposes only and do not represent the actual performance of any current or future investment. Rates of return will vary over time, especially for long-term investments.



DETAILS OF RESULTS (IN THE EVENT OF JANE'S DEATH)

By undertaking proper life insurance planning, you can provide income for your survivors, provide a hedge against possible future decline in your asset value and provide a means to retire your debts upon your death. You currently need an additional \$1,078,913 in life insurance coverage on Jane's life in order to meet your stated objectives.

ANALYSIS OF IMMEDIATE NEEDS

IMMEDIATE CASH NEEDS	\$598,500
Funeral and Related Costs	\$15,000
Estate and Administrative Expenses	\$5,000
Mortgages	\$400,000
Other Debts	\$70,000
Emergency Fund (6 months)	\$35,000
Net Education Funding Need	\$73,500
IMMEDIATE RESOURCES	\$100,000
Existing Life Insurance	\$100,000
SURPLUS / (SHORTFALL)	(\$-498,500)

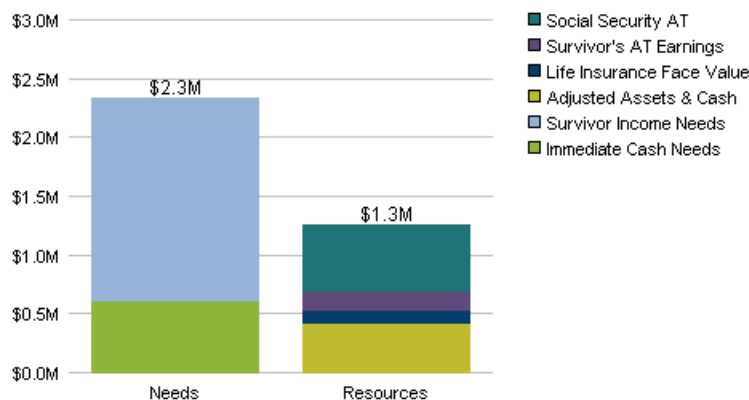
ANALYSIS OF SURVIVOR INCOME NEEDS

SURVIVOR INCOME NEEDS	\$1,737,049
The present value of your stated income needs.	
CAPITAL AND OTHER AVAILABLE RESOURCES	\$1,156,636
Present Value of Adjusted Asset Withdrawals	\$412,500
Pension Plans less Taxes	\$0
Present Value of After-Tax Survivor's Earnings	\$167,803
Present Value of Expected Social Security Benefits	\$576,334
SURPLUS / (SHORTFALL)	(\$-580,413)

SUMMARY

SUMMARY	\$-1,078,913
Total Immediate Needs	\$-498,500
Total Income Needs	\$-580,413

NEEDS VS RESOURCES



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DETAILS OF RESULTS (IN THE EVENT OF JANE'S DEATH)

IMMEDIATE NEEDS		SURVIVOR INCOME NEEDS	
Immediate Cash Needs	\$598,500	Survivor Income Needs	\$1,737,049
Immediate Resources	\$100,000	Survivor Capital & Other Resources	\$1,156,636
SURPLUS/(SHORTFALL) (\$-498,500)		SURPLUS/(SHORTFALL) (\$-580,413)	
TOTAL COMBINED SURVIVOR NEEDS SHORTFALL (\$-1,078,913)			

ANNUAL SUMMARY OF SURVIVOR INCOME NEEDS (up to first 40 years of detailed cash flows)

Surviving Spouse Age	Desired Income	Personal Income	Employer Programs	Government Programs	From Investments	Shortfall
61	70,000	37,500	0	34,711	-2,211	0
62	71,400	37,875	0	35,379	-1,854	0
63	72,828	38,254	0	36,058	-1,484	0
64	74,285	38,636	0	36,750	-1,102	0
65	75,770	39,023	0	37,454	-706	0
66	77,286	0	0	40,834	36,452	0
67	78,831	0	0	38,921	39,910	0
68	80,408	0	0	39,544	40,864	0
69	82,016	0	0	22,958	59,058	0
70	83,656	0	0	23,326	60,331	0
71	85,330	0	0	23,699	61,631	0
72	87,036	0	0	24,078	62,958	0
73	88,777	0	0	24,463	64,314	0
74	90,552	0	0	24,855	65,698	0
75	92,364	0	0	25,252	67,111	0
76	94,211	0	0	25,656	68,555	0
77	96,095	0	0	26,067	70,028	0
78	98,017	0	0	26,484	12,992	-58,541
79	99,977	0	0	26,908	0	-73,070
80	101,977	0	0	27,338	0	-74,639
81	104,016	0	0	27,775	0	-76,241
82	106,097	0	0	28,220	0	-77,877
83	108,219	0	0	28,671	0	-79,547
84	110,383	0	0	29,130	0	-81,253
85	112,591	0	0	29,596	0	-82,994
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91	126,795	0	0	32,554	0	-94,242
92	129,331	0	0	33,074	0	-96,257
93	131,918	0	0	33,604	0	-98,314
94	134,556	0	0	34,141	0	-100,415
95	137,247	0	0	34,688	0	-102,560
96	139,992	0	0	35,243	0	-104,750
97	142,792	0	0	35,806	0	-106,986
98	145,648	0	0	36,379	0	-109,269
99	148,561	0	0	36,961	0	-111,600
100	151,532	0	0	37,553	0	-113,979

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