

# Your life insurance game plan



You're already taking control of your life and career. Now it's time to plan your financial legacy. Use the checklist below to start formulating your life insurance game plan.

## Step 1:

Do you need life insurance?

- Do you have debts or a mortgage?
- Do loved ones rely on your income?
- Do loved ones rely on you for caregiving?
- Do you have children who will require educational funding?
- Do you have children or other loved ones with special needs?
- Do you own a business?
- Would you like to leave a gift for a charity you support?
- Do you want to fund your own final arrangements?
- Would you like to transfer wealth to the next generation?

If you answered "yes" to any of these questions, you probably need life insurance!

Proceed to steps 2 and 3, and calculate your coverage needs on the next page



**Estimated value of a stay-at-home mom's work: \$184,820**

Source: [Salary.com Annual Mom Salary Survey](#)

**41% of mothers are the breadwinner for their family. Another 25% of mothers are a co-breadwinner.**

Source: [Center for American Progress](#)

## Step 2:

If you already have a life insurance policy, is it sufficient?

- Is your existing coverage sufficient using the DIME formula?
- Are existing coverage levels enough to achieve the goals you identified in Step 1?

If you answered “no” to either of these questions, consider getting a supplementary policy to round out your protection level.

## Step 3:

If you already have a life insurance policy, does it serve your long-term goals?

- Is your policy through your job? If so, coverage may be subject to employment and not portable if you leave.
- Could you get a lower life insurance rate? A quick quote will tell you.
- Could you get better terms like a policy rider to cover your children or an accelerated death benefit in case of terminal illness?

If you answered “yes” or “maybe” to any of these questions, it’s time to explore your options.

**Ready to make your mark?  
Contact us for a quick quote.**



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Insurance for  
Groups and Individuals

- Health
- Medicare
- Short Term Medical
- Life

## Not sure how much coverage you need?

**The DIME formula is a good place to start.**

If the unthinkable occurs, life insurance can help survivors to pay off debts, replace your income, pay someone else for “mom” roles like caregiving and fund kids’ education.

### Debts

Mortgage: \$\_\_\_\_\_

Total other debts: \$\_\_\_\_\_

### Income

Annual income to replace: \$\_\_\_\_\_

X number of years income needed  
by survivors: \_\_\_\_\_

Total income needed: \$\_\_\_\_\_

### Mom Roles

Total cost to replace “mom” roles:  
(Household management, caregiving,  
cooking, driving and more) \$\_\_\_\_\_

### Education

Future educational costs: \$\_\_\_\_\_

### Other considerations

Estimated final expenses: \$10,000

Planned philanthropy: \$\_\_\_\_\_

Wealth creation for next generation: \$\_\_\_\_\_

