



**Determining
the right
amount of
coverage**

Your life insurance needs are specific to your circumstances.

To find the right amount of protection, consider your unique needs and resources:

- 1) Immediate cash needs upon the passing of a loved one;
- 2) Ongoing income required of the beneficiaries; and
- 3) Any existing financial resources that would be available.

When a loved one passes on, there are short- and long-term financial needs that surviving family members typically face.

A life insurance policy can help with each of these financial needs.

Immediate cash needs

These needs typically arise within the 6 months after the insured's death and include items such as:

- Funeral expenses
- Medical bills
- Mortgage payments

Ongoing income needs

These are living expenses that will need to be covered over a long period of time. Accounting for inflation is important, as well as planning for major expenses, such as:

- College tuition
- Financial help for adult children
- Care for elderly family members
- Retirement



Let's explore in more detail the important financial areas that help you determine the right amount of life insurance coverage:

- Immediate cash needs
- Ongoing income needs, and
- Existing resources.

Immediate cash needs

There are several different demands on cash that may happen immediately after the death of a loved one. Below is a list of several types of cash needs to consider.

Final expenses

Final expenses include much more than a funeral. The amount should account for additional costs, such as remaining medical bills, travel/lodging for relatives, and even flowers.

Emergency fund

It can take several months to settle an estate, liquidate and reposition assets, possibly sell a home and move to a new residence, and stabilize a family's income. Experts agree a general rule of thumb is to save at least three to six months' worth of expenses for unexpected emergencies.¹

Mortgage payoff

A common desire for survivors is to reduce their monthly expenses so less income is needed to cover the rest of the bills. Life insurance benefits can pay off a mortgage and help eliminate the financial strain of these monthly payments. For renters, the money can be used to buy the survivors a home and reduce their ongoing monthly housing expense.

Debt payoff

Credit cards, auto loans, student loans and other forms of debt can be paid off in order to provide the surviving family the best options for their financial future.

Ongoing income needs

Once immediate cash needs are taken care of, insurance can then be used to provide the funds necessary to meet the surviving family's ongoing income needs. There are several ongoing income needs that should be considered.

Household income needs

Think about how much survivors need to keep the household running without the mortgage: homeowner's insurance premiums, property taxes, utility bills, groceries, clothing, entertainment, and transportation expenses (e.g., auto insurance, gas, auto maintenance).

Minor children

Review the growing expenses associated with raising minor children. Money should be set aside for childcare needs, especially if a single-parent household requires the parent to work. Extracurricular expenses should be considered such as sports, scholastic programs, scouting, summer camps, and other activities.

Ongoing income needs, cont.

Education fund

Providing an educational fund can be a big priority and expense. In addition to tuition, fees, room and board, there are expenses such as textbooks, laptops, travel, and more. College education costs are experiencing significant inflation, that you may want to account for in your planning.

ANNUAL COLLEGE EXPENSES	Public four-year (in-state)	Private four-year
Tuition and Fees	\$10,740	\$38,070
Room and Board	\$11,950	\$13,620
TOTAL	\$22,690	\$51,690

Note: The prices shown are for one academic year.² Multiply by four to cover the costs of a typical bachelor's degree.

Dependent parents

Do you have a parent that requires assistance or financial support? Setting aside an amount to provide an income stream for an aging parent may help offset a significant financial burden for surviving family members.

Existing resources

Before a final life insurance amount is determined, it is important to evaluate not just your needs, but also the financial resources at your disposal.

Social Security benefits

If you have contributed to Social Security, then you are entitled to more than just the "retirement" benefits. There are three forms of "survivor" benefits as well.

- 1) **Surviving spouse** may be entitled to a portion of your retirement benefits when the spouse reaches retirement age
- 2) **Dependent children** Each child under the age of 18
- 3) **Surviving parent of any of your dependent children** Benefits continue until the youngest of these children turns 16

Each of these benefits is calculated separately. If your surviving family is scheduled to receive multiple benefits (for example, a parent's benefit and three children's benefits), then they will be added up and compared to a "family maximum." Your surviving family will receive the lesser of the combined benefits or the family maximum. All of these benefits are adjusted for inflation.

These calculations are complex and estimating the value for your situation will require special calculators. You can visit www.ssa.gov to create your own estimate, or meet with a licensed insurance professional to help you determine your benefits.

Calculating the "income fund"

There are many online calculators that can help determine the "right" amount of life insurance for your situation. A life insurance professional can also assist with sophisticated analysis tools to help you.

In general, the calculators work by first determining how much you think you can reasonably earn in an account for the duration of the income need. For example, if you estimate that you can earn 5%, then to provide \$2,000/month (\$24,000/year) to your family for 20 years, a \$300,000 insurance benefit would be necessary.

No one can guarantee what rate you will earn if and when an untimely death occurs. Keep in mind that a low rate will be more conservative – and easier to acquire – than a higher one.

Existing resources, cont.

Spousal earned income

If you have a surviving spouse, that spouse may be able to offset some of the income needs with earned income. Of course, if there are dependent children, you may wish to include additional childcare expenses.

Existing life insurance

You may have purchased life insurance in the past that may still make sense for you to keep. You may also have life insurance benefits available to you through your employer or an association with which you are affiliated.

Existing assets/accounts

Consider other assets as well. If you own rental real estate that your surviving family would not be willing or able to manage, then the net sale price of these assets can be applied to your needs. Generally, if you have a surviving spouse, then any retirement assets should be held for that spouse's ultimate retirement. If you do not have a surviving spouse, then you may wish to calculate the after-tax value of these assets for use by those caring for surviving dependent children.

Adding it all up

So, how much insurance do you need? It is a number that is very specific to your circumstances.

FIRST:

- Immediate cash needs
- + Ongoing income needs

TOTAL needs

THEN:

- Total Needs
- minus existing resources, including:
 - Social Security benefits
 - Spousal earned income
 - Existing life insurance
 - Existing assets/accounts

TOTAL life insurance needs

While there are many online calculators that can help you determine your life insurance needs, a life insurance professional can help answer questions such as:

- How long should I provide a household income?
 - Until my children are grown?
 - Or, until my spouse's retirement?

Consider that the amount may be different for each head of the household.

Consider these types of life insurance to start planning

There are two major kinds of life insurance: Term and Permanent.

Term insurance is the least expensive, but it lasts for only a set period of time (a "term" of years). You can find policies that have 5-year, 10-year, and even 20-year terms and more. Longer term policies may not be available to you if you are older.

Permanent insurance is designed to last for a long time – until age 85, age 100, even age 131 – and are generally available to most ages. For this reason, permanent insurance can be more expensive.

For many, a **combination of products** may make sense. For example, term life insurance can address needs that are short-lived – like supporting dependent children. Permanent insurance can help with needs such as final expenses, emergency funds and ongoing household income needs.

¹ Wells Fargo, Saving for an emergency, <https://www.wellsfargo.com/financial-education/basic-finances/manage-money/cashflow-savings/emergencies> (accessed May 1, 2022)

² College Board, Trends in College Pricing and Student Aid 2021, October 2021



For more information,
contact your financial professional.

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