

# Personal & Business Insurance Priority Worksheet

Review Date: \_\_\_\_\_  
 Client Name: \_\_\_\_\_  
 Attorney: \_\_\_\_\_  
 Accountant: \_\_\_\_\_

	<u>Check All That Apply</u>	<u>Rank All Checked Needs</u>	<u>Approximate Amount of Need</u>
<b>Personal Needs</b>			
Continue Lifestyle for Spouse & Dependents	_____	_____	_____
Repay Liabilities (Mortgage, loans, etc.)	_____	_____	_____
Dependents with Special Needs	_____	_____	_____
College/ Post-Graduate Education	_____	_____	_____
Federal Estate Tax Liquidity/ Erosion	_____	_____	_____
State Estate/Inheritance Tax Liquidity/Erosion	_____	_____	_____
Offset Impact of Income in Respect to Decedent (IRD)	_____	_____	_____
Leveraging the Unified Credit & GST Tax exemptions	_____	_____	_____
Enhancing Gifts to Children & Grandchildren	_____	_____	_____
Estate Equalization (Blended Families)	_____	_____	_____
Stabilize Wealth (Clients with Concentrated Stock)	_____	_____	_____
Charitable Needs/ Endowments	_____	_____	_____
Long Term Disability Income Replacement	_____	_____	_____
Long Term Care	_____	_____	_____
Guaranteed Retirement Income (to cover basic expenses)	_____	_____	_____
Other _____	_____	_____	_____
<b>Business Needs</b>			
Repay Liabilities (Mortgage, Leases, etc.)	_____	_____	_____
Indemnify loss of key person	_____	_____	_____
Business Continuity/ Buy-Sell	_____	_____	_____
Estate Equalization (children not active in business)	_____	_____	_____
Employee Benefits (Health, Life, Disability, etc.)	_____	_____	_____
Executive Supplemental Life Insurance	_____	_____	_____
Executive Supplemental Retirement Income	_____	_____	_____
Other _____	_____	_____	_____