

1. Determine how long you need insurance protection and then find where you fall in the following table.

<i>Type</i>	<i>Less than 20 years</i>	<i>Between 20 and 30 years</i>	<i>Indefinitely</i>
Term	X	X	
Permanent			X
Universal		X	X

2. Based on the following table, figure out which type of insurance matches up with the amount of coverage you need.

<i>Type</i>	<i>Tons</i>	<i>Quite a Bit</i>	<i>Not Much</i>
Term	X	X	
Universal		X	X
Whole Life			X

3. Based on the following table, figure out which type of term matches up with the amount of time you need.

Monthly premiums for \$250,000 of death benefit for a male at age:

Age	20	30	40	50	60
Annual renewable term	15	15	18	27	62
10-year level term	15	15	18	30	67
15-year level term	15	15	24	36	85
20-year level term	18	18	26	46	117
30-year level term	26	27	31	71	300
Universal life	60	87	127	200	331
Whole life	163	235	360	571	945

4. Based on your results in Steps 1 and 2, which of the following types of insurance are you leaning toward?

- a. Term Yes No
 b. Universal Yes No
 c. Whole Life Yes No

5. Based on the length of time your survivors need coverage and the cost of insurance as illustrated in Step 3, what term or type of policy is best suited for your needs?

- a. Annual renewable term Yes No Maybe
 b. 10-year-level term Yes No Maybe
 c. 15-year-level term Yes No Maybe
 d. 20-year-level term Yes No Maybe
 e. 30-year-level term Yes No Maybe
 f. Universal life Yes No Maybe
 g. Whole life Yes No Maybe