

# Brimfield Insurance Group – Newsletter News #1

## Why Life Insurance?

Statistics show that:

- 80% of what a person earns goes for living expenses, including taxes;
- 17% goes for investments other than life insurance; and
- 3% goes towards life insurance.

Upon death, the 17% that went in to investments accounts for about 15% of the value of the estate. On average, the 3% spent on life insurance accounts for over 80% of the estate left for the family.

Life insurance guarantees that a definite sum of money will be available to your survivors at an indefinite time in the future. It can provide instant cash to assure your survivors of a money source for fulfilling their immediate and future needs. Furthermore, proceeds from a life insurance policy are received income tax free by your survivors upon your death.

How do you decide how much life insurance is enough? Call us for information about our life insurance options. There is no one “best” life insurance

policy. We represent a number of companies who offer many programs tailored to fit your individual needs.

## Life Insurance Needs Estimator

Final Expenses	\$ _____
<i>Medical Costs, Funeral Expenses</i>	
Debt Repayment	\$ _____
<i>Car Loans, Credit Card Balances</i>	
Balance on Mortgage	\$ _____
Education Fund	\$ _____
<i>College costs x Number of Children</i>	
Family Living Expenses	\$ _____
<i>(Estimate 50-75% of your annual income)</i>	
<i>Food, clothing, utilities, taxes, medical expenses, insurance, auto, recreation, etc</i>	
X # of years needed _____	\$ _____
Total Needs	\$ _____
Current Total Assets	\$ _____
<i>Including life insurance, bank accounts, other assets</i>	
Needs – Assets = Additional	
Life Insurance Needed	\$ _____

*Call us today to discuss your family's needs,  
At Brimfield Insurance – Our Family ∞ Here to Protect Your Family*

## Life Changing Events?

Have you experienced any life events that may change your home/auto/life insurance needs?

- |                          |                        |
|--------------------------|------------------------|
| -Marriage?               | - Retirement?          |
| -Childbirth or Adoption? | -Kids away at college? |
| -Changing Employment?    | -Home Improvements?    |
| -Buying a New Home?      | -Responsibility for    |
| -Starting a Business?    | Elderly Parents?       |

If so, call your local BIG office today!