

Cash Flow Worksheet

North American Company for Life and Health Insurance®

Helping to find the premium

Establishing the need for life insurance is straightforward. Here's a challenge: helping the client find the premium to fund their policy without impacting their current lifestyle. Use our cash flow worksheet to help identify areas where premium could come from.

Sources

Annual Amount

1. Discretionary Cash Flow	\$ _____
2. Tax Refund	\$ _____
3. Mortgage Over-Payment	\$ _____
4. Home Deductible Change	\$ _____
5. Auto Deductible Change	\$ _____
6. Group Term Premium	\$ _____
7. 401k Contribution Over Match	\$ _____
8. Simple/SEP/Traditional IRA/403b Contribution	\$ _____
9. Roth IRA Contribution	\$ _____
10. Interest Earned On Taxable Accounts	\$ _____
Total:	\$ _____

How to complete the cash flow worksheet

Here are some simple questions you can ask your client to help you complete the cash flow worksheet.

- 1. After doing a thorough cash-flow analysis, what amount is left over?**
- 2. Did you receive a tax refund last year? Did you make any adjustments to withholding to change this amount?**
- 3. Are you paying any amount over the required monthly payment of your mortgage? If yes, what is the amount?**
- 4. What is the current deductible on your homeowner's insurance? If you could change your deductible, would there be any cost savings?**
- 5. What is the current deductible on your auto insurance? If you could change your deductible, would there be any cost savings?**
- 6. Do you currently pay for group term insurance at your place of employment? Is it portable?**
- 7. Are you contributing to your 401k above what your company matches? If yes, how much?**
- 8. Do you contribute to any other retirement plans with pre-tax contributions? Plans such as a Simple Individual Retirement Account (IRA), Simplified Employee Pension (SEP) IRA, Traditional IRA, 403b plan, 457 plan or Tax Sheltered Annuity? If yes, how much?**
- 9. Do you contribute to a Roth IRA? If yes, how much?**
- 10. Are you receiving any 1099 forms on an annual basis for interest realized from taxable accounts? Examples of these accounts include savings, money market, or mutual funds. If yes, how much interest are you earning and paying taxes on annually?**



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