

Long-Term Goals

Chart 4-D

| | AMOUNT NEEDED | WHEN NEEDED | AMOUNT AVAILABLE | EARNINGS RATE |
|--------------------------------|---------------|-------------|------------------|---------------|
| Financial independence | \$ | | \$ | |
| Providing for family needs | | | | |
| Pay off debt | | | | |
| Major Lifestyle Desires | | | | |
| Car | | | | |
| Home | | | | |
| Vacation | | | | |
| Other | | | | |
| Giving | | | | |
| Start own business | | | | |

Amount Available for Lifestyle

Chart 4-E

| | | |
|----------------------------|---|-----------|
| TOTAL INCOME | | \$ |
| Less tithe/giving | — | |
| Less all taxes | — | |
| Less debt repayment | — | |
| Less savings for long-term | — | |
| BALANCE | | \$ |

Your Assets

Chart 6-D

| LIQUID ASSETS | |
|--|--|
| Cash on hand and checking account | |
| Money market funds | |
| CDs | |
| Savings (___% interest rate) | |
| Marketable securities | |
| Life insurance cash values | |
| TOTAL LIQUID ASSETS | |
| NONLIQUID ASSETS | |
| Home (market value) | |
| Land (market value) | |
| Business valuation | |
| Real estate investments | |
| Limited partnerships | |
| Boat, camper, tractor, etc. | |
| Automobile(s) (market value) | |
| Furniture and personal property (estimated market value) | |
| Coin & stamp collections, antiques | |
| IRAs | |
| Pension & profit sharing | |
| Receivables from others | |
| TOTAL NONLIQUID ASSETS | |

Your Liabilities:

Chart 6-E

| CREDITOR | BALANCE DUE | INTEREST RATE | MONTHLY PAYMENT | LOAN DURATION |
|-------------------|-------------|---------------|-----------------|---------------|
| 1. Credit cards | | | | |
| 2. Auto loan | | | | |
| 3. Parents | | | | |
| 4. Boat loan | | | | |
| 5. Bank loan | | | | |
| 6. Life insurance | | | | |
| 7. Home mortgage | | | | |
| 8. | | | | |
| 9. | | | | |
| TOTALS | | | | |

Your Net Worth Analysis

Chart 6-F

| | |
|---|--|
| NET WORTH | |
| Liquid assets | |
| Nonliquid assets | |
| TOTAL ASSETS | |
| TOTAL LIABILITIES (subtract) | |
| NET WORTH | |
| LIQUIDITY: For emergencies, bills, major purchases, etc. | |
| PRODUCTIVE ASSETS: Generating or having potential to generate income | |
| Liquid assets | |
| Real estate | |
| TOTAL PRODUCTIVE ASSETS | |
| PROPENSITY TO BORROW: Liabilities divided by assets | |
| PROPENSITY TO ACCUMULATE: Net worth divided by years worked | |

Your Cash-Flow Analysis: Year

Chart 6-N

| | |
|---|-------|
| GROSS INCOME (from Exhibit A) | \$ |
| LESS EXPENSES | |
| Giving—from exhibit B | |
| Taxes—from exhibit C | |
| Debt—from exhibit D | |
| TOTAL EXPENSES | |
| NET SPENDABLE INCOME: Gross Income less expenses \$ | |
| LESS LIVING EXPENSES (from Exhibit E) | \$() |
| Housing | () |
| Food | () |
| Clothing | () |
| Transportation | () |
| Entertainment/recreation | () |
| Medical | () |
| Insurance | () |
| Children | () |
| Gifts | () |
| Miscellaneous | () |
| TOTAL LIVING EXPENSES | () |
| CASH-FLOW MARGIN: Net spendable less living expenses | \$() |

| | |
|--|----|
| EXISTING MARGIN COMMITMENTS | |
| Company savings plan | |
| IRA | |
| Investment commitments | |
| | |
| | |
| TOTAL EXISTING MARGIN COMMITMENTS | |
| UNCOMMITTED MARGIN | \$ |

Exhibit A—Your Projected Income

Chart 6-O

| GENERAL SOURCES | SPECIFIC SOURCES | MONTHLY INCOME | NONMONTHLY INCOME | TOTAL ANNUAL INCOME |
|---------------------------|------------------|----------------|-------------------|---------------------|
| Gross wages | Husband | | | |
| Gross wages | Wife | | | |
| Dividends | | | | |
| Dividends | | | | |
| Dividends | | | | |
| Interest | | | | |
| Interest | | | | |
| Interest | | | | |
| Rents | | | | |
| Business | | | | |
| Pensions/annuities | | | | |
| Other | | | | |
| Other | | | | |
| TOTAL GROSS INCOME | | | | |

Exhibit B—Your Giving

Chart 6-P

| GIVING CATEGORY | ORGANIZATION | MONTHLY GIVING | ANNUAL GIVING | TOTAL GIVING |
|---------------------|--------------|----------------|---------------|--------------|
| Church | | | | |
| Other | | | | |
| TOTAL GIVING | | | | |

Exhibit C—Your Taxes

Chart 6-Q

| DEDUCTIONS, WITHHOLDINGS, AND ESTIMATES | MONTHLY WITHHOLDINGS | QUARTERLY ESTIMATES | TOTAL PAID |
|---|----------------------|---------------------|------------|
| Federal income tax | | | |
| State and city income tax | | | |
| Social Security and Medicare taxes | | | |
| TOTAL TAX | | | |

Exhibit D—Debt Payment

Chart 6-R

| CREDITOR | BALANCE DUE | INTEREST RATE | MONTHLY PAYMENT | LOAN DURATION |
|-------------------|-------------|---------------|-----------------|---------------|
| 1. Credit cards | | | | |
| 2. Auto loan | | | | |
| 3. Parents | | | | |
| 4. Boat loan | | | | |
| 5. Bank loan | | | | |
| 6. Life insurance | | | | |
| 7. | | | | |
| 8. | | | | |
| 9. | | | | |
| TOTALS | | | | |

Exhibit E—Living Expenses: Year

| | MONTHLY PAYMENTS | NONMONTHLY PAYMENTS | TOTAL ANNUAL AMOUNT |
|----------------------|------------------|---------------------|---------------------|
| HOUSING | | | |
| Mortgage/rent | | | |
| Insurance | | | |
| Property taxes | | | |
| Electricity | | | |
| Heating | | | |
| Water | | | |
| Sanitation | | | |
| Telephone | | | |
| Cleaning | | | |
| Repairs/maintenance | | | |
| Supplies | | | |
| Improvements | | | |
| Furnishings | | | |
| Total Housing | | | |

| | | | |
|-----------------------------------|--|--|--|
| FOOD | | | |
| CLOTHING | | | |
| TRANSPORTATION | | | |
| Insurance | | | |
| Gas and oil | | | |
| Maintenance/repairs | | | |
| Parking | | | |
| Other | | | |
| Total Transportation | | | |
| ENTERTAINMENT / RECREATION | | | |
| Eating out | | | |
| Babysitters | | | |
| Magazines/newspapers | | | |
| Vacation | | | |
| Clubs and activities | | | |
| Total Entertainment/Rec. | | | |
| MEDICAL EXPENSES | | | |
| Insurance | | | |
| Doctors | | | |
| Dentists | | | |
| Drugs | | | |
| Other | | | |
| Total Medical | | | |
| INSURANCE | | | |
| Life | | | |
| Disability | | | |
| Total Insurance | | | |
| CHILDREN | | | |
| School lunches | | | |
| Allowances | | | |
| Tuition and college | | | |
| Recreation/lessons | | | |
| Other | | | |
| Total Children | | | |
| GIFTS | | | |
| Christmas | | | |
| Birthdays | | | |
| Anniversary | | | |
| Other | | | |
| Other | | | |
| Total Gifts | | | |

| MISCELLANEOUS | | | |
|------------------------------|--|--|--|
| Toiletries | | | |
| Husband | | | |
| Wife | | | |
| Dry cleaning | | | |
| Animals | | | |
| Beauty | | | |
| Other | | | |
| Other | | | |
| Other | | | |
| Total Miscellaneous | | | |
| TOTAL LIVING EXPENSES | | | |
| | | | |

Your Life Insurance

Chart 6-T

| COMPANY | ISSUE DATE | POLICY # | TYPE (1) | INSURED | OWNER | BENEFICIARY | WAIVER OF PREMIUM | FACE VALUE | CASH VALUE | CASH VALUE BORROWED | YEARLY PREMIUMS |
|------------------------|------------|----------|----------|---------|-------|-------------|-------------------|------------|------------|---------------------|-----------------|
| Personal | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| Retirement Plan | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| Business | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| Mortgage | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |

(1) Term, whole life, endowment, group, etc.
 Do you apply dividends to reduce premium payment? _____
 Are there any special features on any of the policies? (Is it paid up? guaranteed insurability rider, etc.?)

My Vision for the Future

Chart 7-B

By _____ (date), I see the following taking place:

| GIVING | |
|--------------------------|--|
| <input type="checkbox"/> | We would be giving 10% per year. |
| <input type="checkbox"/> | We would be making additional gifts each year of: <input type="text"/> |
| <input type="checkbox"/> | We would have made total gifts of: <input type="text"/> |

| COLLEGE | | | |
|--------------------------|--|-------------------------|----------------------|
| <input type="checkbox"/> | A college fund would exist for each of our children: | | |
| Child | Type of College | Approximate Annual Cost | Total Cost |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |

LIFESTYLE DESIRES

| | | |
|--|------|--------|
| We would have made the following major purchases: (new home, car, vacations, etc.) | | |
| | Item | Amount |
| | | |
| | | |
| | | |
| | | |
| We would have the following type of lifestyle: (increase, decrease, or maintain present level) | | |
| Maintain our present lifestyle. | | |

PAY OFF DEBT

| | | |
|---|----------------|-------|
| We would have paid off the following debts: | | |
| | Owed to | Total |
| | Credit cards | |
| | Boat loan | |
| | Bank loan | |
| | Parents' loan | |
| | Auto loan | |
| | Life insurance | |
| | | |
| | | |

BEGIN BUSINESS

| | | |
|---|--|--|
| We will have started our own business, which will require an investment of: | | |
| | | |
| | | |

FINANCIAL INDEPENDENCE

| | | | |
|--|--------------------|-----------------|-------------------------|
| We will have the following investments: | | | |
| | Type of Investment | Amount Invested | Annual Return |
| | | | |
| | | | |
| I would like to pass on to my spouse (children) the following estate: | | | |
| | | | |
| We will have the adequate investment income to support our lifestyle of: | | | \$ per month |

Increasing Your Margin

Chart 9-E

| | MONTHLY AMOUNT | ANNUAL AMOUNT |
|--|-------------------|------------------|
| REDUCE LIVING EXPENSES BY: | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| REDUCE TOTAL DEBT BY: | | |
| | | |
| | | |
| | | |
| | | |
| REDUCE TOTAL TAXES BY: | | |
| | | |
| | | |
| | | |
| RESTRUCTURE TOTAL INVESTMENTS BY: | | |
| | | |
| | | |
| TOTAL | | |
| MARGIN INCREASE | | |
| INCREASE IN GIVING | | |
| TOTAL MARGIN INCREASE | | |

Your Cash-Flow Analysis Summary

Chart 9-F

| | BEFORE PLANNING | AFTER PLANNING | ACTION STEPS |
|--------------------------|--------------------|-------------------|--------------|
| INCOME: | | | |
| | | | |
| LESS: | | | |
| Giving | | | |
| Taxes | | | |
| Debt | | | |
| Total Priority Expenses | | | |
| Net Spendable Income | | | |
| LIVING EXPENSES: | | | |
| Housing | | | |
| Food | | | |
| Clothing | | | |
| Transportation | | | |
| Entertainment/recreation | | | |
| Medical | | | |
| Insurance | | | |
| Children | | | |
| Gifts | | | |
| Miscellaneous | | | |
| TOTAL | | | |
| CASH-FLOW MARGIN | | | |

Your Net Worth Analysis Summary

Chart 9-G

| | BEFORE PLANNING | AFTER PLANNING | ACTION STEPS |
|---------------------|--------------------|-------------------|--------------|
| ASSETS | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| TOTAL ASSETS | | | |

Your Family Income Percentage Guide

Chart 10-A

All percentages are of gross income.

| GROSS INCOME | \$30,000 | \$40,000 | \$50,000 | \$60,000 | \$75,000 | DOLLARS | % |
|--------------------------------|------------|------------|------------|------------|------------|---------|---|
| Tithe | 10% | 10% | 10% | 10% | 10% | \$ | % |
| Taxes | 14% | 18% | 20% | 22% | 24% | | |
| Debt | 0% | 0% | 0% | 0% | 0% | | |
| Total Priority Expenses | 24% | 28% | 30% | 32% | 34% | | |
| Net Spendable Income | 76% | 72% | 70% | 68% | 66% | | |
| LIVING EXPENSES | | | | | | | |
| Housing | 29% | 24% | 21% | 19% | 17% | | |
| Food | 9% | 9% | 8% | 8% | 7% | | |
| Clothing | 4% | 4% | 4% | 4% | 4% | | |
| Transportation | 12% | 9% | 8% | 8% | 7% | | |
| Entertainment/ recreation | 4% | 4% | 4% | 5% | 5% | | |
| Medical | 4% | 3% | 3% | 3% | 3% | | |
| Insurance | 5% | 5% | 5% | 4% | 4% | | |
| Children | 2% | 2% | 2% | 2% | 2% | | |
| Gifts | 1% | 1% | 1% | 1% | 1% | | |
| Miscellaneous | 4% | 5% | 7% | 7% | 7% | | |
| Total Living Expenses | 74% | 66% | 63% | 61% | 57% | | |
| Margin | 2% | 6% | 7% | 7% | 9% | | |

ASSUMPTIONS

1. Figures are based on a family of four and are provided as a guide only. Your personal circumstances may necessitate different allocations
2. The tax percentages assume that the standard deduction is taken
3. There is no consumer debt
4. Margin can be used for other expenses (private education, etc.)

Insurance Needs Analysis

Chart 13-A

| | | |
|--|-------------------|--|
| Income Goals for the Family | | |
| Living expenses ⁽¹⁾ | | |
| Taxes | | |
| Giving | | |
| TOTAL INCOME NEEDED | A | |
| Sources of income ⁽²⁾ | | |
| Social Security | | |
| Pension or retirement plans | | |
| Annuities or trusts | | |
| Investment income⁽³⁾ | | |
| Spouse working | | |
| Other | | |
| TOTAL INCOME AVAILABLE | B | |
| Additional income needed (per year) ⁽⁴⁾ | A - B = C | |
| Insurance required to provide income ⁽⁵⁾ (Additional income needed x 10) (current need) | C x 10 = D | |
| Additional funds needed for: | | |
| Funeral costs | | |
| Debt repayment (current need) | | |
| Estate tax and settlement expense (long-term need) | | |
| Education costs (current need) | | |
| Major purchases | | |
| | | |
| | | |
| TOTAL ADDITIONAL FUNDS NEEDED | E | |
| Insurance needed ⁽⁶⁾ | E + D = F | |
| Assets available for sale: | | |
| Real estate | | |
| Stocks, bonds | | |
| Savings available (to meet needs listed above) ⁽⁷⁾ | | |
| | | |
| | | |

| | | |
|--|-----------|--|
| TOTAL FROM SALE OF ASSETS | G | |
| Total insurance needed ⁽⁸⁾ | F - G = H | |
| INSURANCE AVAILABLE NOW | | |
| ADDITIONAL INSURANCE NEEDED | | |

NOTES

- (1) Use 80% of present annual living expense
- (2) Income anticipated on a regular basis
- (3) Income from investments not liquidated
- (4) The total income available less the total income needed ($A - B = C$)
- (5) This assumes the life insurance proceeds could be invested at 10% and provide the needed amounts. The investment percentage may be contingent on economic conditions or investment knowledge. The multiplication factor is 1 divided by the percentage return on insurance proceeds. Example: $10\% = 1 / .10 = 10$; $8\% = 1 / .08 = 12.5$; $12\% = 1 / .12 = 8.33$
- (6) Insurance needed is the sum of insurance to provide income (D) plus additional funds needed (E).
- (7) Savings available would be only that part of savings that could be applied to meet the needs listed above. It would not include the savings needed to meet family living goals.
- (8) Total insurance needed is the insurance needed less the amount available from the sale of assets ($F - G = H$).
 Note: No adjustment has been made in these calculations for inflation. If you feel that you can earn 10% but that will be eroded by 3–4% inflation, then you should use 6–7% in step 5 and not 10%. This will increase the amount of insurance needed. You can use any investment or inflation assumption you would like.

Giving Plan

Chart 14-A

| CAUSE | MY CITY | MY STATE | MY COUNTRY | WORLD | HOW MUCH ⁽¹⁾ |
|-----------------|---------|----------|------------|-------|-------------------------|
| Evangelism | | | | | |
| Discipleship | | | | | |
| Poor | | | | | |
| Widows | | | | | |
| Orphans | | | | | |
| TOTAL \$ | | | | | |

(1) How much:

Proportionally—should _____
 Planned—could _____
 Precommitted—would _____
 TOTAL \$ _____

When:

As received — Preemptively
 — Periodically

Faith Giving Pledge

Chart 14-B

Recognizing that God wants us to be good stewards of His resources and use them for His purposes, we make the following giving pledge for the coming year:

AMOUNT

What we ***should*** give:

| |
|--|
| |
|--|

What we ***could*** give by making a sacrifice in the following area:

| | |
|--|--|
| | |
|--|--|

What we ***would*** give if God blesses us with:

| | |
|--|--|
| | |
|--|--|

WE WILL GIVE \$

| |
|--|
| |
|--|

Sign Name _____

Sign Name _____