

## Life Insurance Starter Kit

*Presented by Aware Insurance Services*

Thank you for downloading our **Life Insurance Starter Kit**. Taking control of your financial legacy is one of the most selfless and impactful decisions you can make for your family. This guide is designed to strip away the industry jargon and give you a clear, straightforward path to protecting what matters most.

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### 1. The Quick-Start Roadmap

Securing the right policy doesn't have to be overwhelming. Follow these four simple steps:

1. **Calculate Your Need:** Determine how much coverage your family actually needs (see the worksheet below).
  2. **Choose Your Type:** Decide between the affordable simplicity of **Term Life** or the wealth-building potential of **Permanent Life** (like Whole Life or Indexed Universal Life).
  3. **Gather Your Information:** Prepare basic medical history, income details, and beneficiary information.
  4. **Speak with an Advisor:** Review your numbers with an independent broker who can shop multiple carriers to find the best rates.
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### 2. The "How Much Do I Need?" Worksheet

Use the **D.I.M.E. Method** to quickly estimate your ideal coverage amount.

- **D - Debt:** Total of all outstanding credit cards, car loans, and student loans.
  - *Your Estimate:* \$\_\_\_\_\_
- **I - Income:** Your annual salary multiplied by the number of years your family relies on it (e.g., 10 years).
  - *Your Estimate:* \$\_\_\_\_\_
- **M - Mortgage:** The remaining balance on your home loan.
  - *Your Estimate:* \$\_\_\_\_\_
- **E - Education:** Expected future tuition costs for your children.

○ Your Estimate: \$ \_\_\_\_\_

⚡ **TOTAL NEED (Add D + I + M + E):** \$ \_\_\_\_\_

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### 3. Term vs. Permanent: At a Glance

Feature	Term Life Insurance	Permanent Life Insurance (IUL/Whole)
How long it lasts	A set period (e.g., 10, 20, or 30 years).	Your entire lifetime (as long as premiums are paid).
Cash Value	None. Pure death benefit protection.	Yes. Accumulates tax-deferred growth over time.
Premium Cost	Lower, highly affordable rates.	Higher initial premiums due to the savings component.
Best Used For	Income replacement during working/parenting years.	Wealth accumulation, tax-free retirement, estate planning.



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### 4. Frequently Asked Questions

- **When is the best time to buy life insurance?** \* Right now. Life insurance premiums are heavily based on age and health. Every year you wait, the baseline cost increases.
  - **What is a beneficiary?** \* The person (or people) you designate to receive the tax-free payout if you pass away. This is usually a spouse, children, or a trust.
  - **Do I need insurance if I have a policy through my employer?** \* Workplace policies are a great benefit, but they usually only cover 1x–2x your salary (industry standards recommend 10x) and rarely follow you if you change jobs. Having a personal policy ensures you are never unprotected.
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## **Next Steps: Let's Secure Your Peace of Mind**

Don't let this starter kit sit in your downloads folder. Take 5 minutes to schedule a strategy session, and let's build a customized shield around your family's future.

-  **Call Us Direct:** 855-223-3023
-  **Book an Appointment Online:** [Click here to find a time on our calendar](#)