

# Employee supplemental life insurance

## What is supplemental life insurance?

Supplemental life insurance offers a layer of protection on top of other life insurance you may have to help meet your family needs or to pay other expenses if they lose you and your income. In that case, could they cover the mortgage? How about car payments, credit cards, student loans and college for kids?

## Why consider group life insurance?

- **More money in your pocket:** You can purchase this insurance at special rates through your employer – which are usually less than purchasing life insurance on your own.
- **Skip the medical forms:** You may be able to buy a certain amount of life insurance without showing proof of good health.
- **Payments made easy:** We deduct your monthly life insurance costs from your paycheck, so you don't have to worry about making a payment.
- **Take your coverage with you:** If your employment ends, you can move your coverage to another employer-offered life insurance plan or convert your coverage to some permanent life policies without answering medical questions.\*

## Enrolling is as easy as 1-2-3

1

### Figure how much you need:

Use the Life Insurance Needs Planning Worksheet on the back page or use Lincoln's Life Insurance Needs Calculator at [LincolnFinancial.com/LifeCalc](http://LincolnFinancial.com/LifeCalc) to determine your insurance coverage needs.\*\*

2

### Select the coverage that's right for you:

Read your enrollment materials to learn what your employer's life insurance plan offers and determine your cost. The amount of insurance you choose will determine if you need to submit proof of good health known as evidence of insurability (EOI).

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### Name your beneficiary(ies):

Select your beneficiary(ies). You may change the beneficiary at any time. If you choose coverage for your spouse or children, you will be the beneficiary.

\* Rates and policy terms may differ from your current coverage.

\*\* This calculator is intended to provide a general estimate of your potential life insurance needs and is not meant to be financial advice. We encourage you to seek professional guidance in determining the type and amount of life insurance that best suits your situation. Lincoln Financial Group is not responsible for the results of, or your reliance on, this calculator.

## Life insurance needs planning worksheet

Use this worksheet to estimate how much life insurance you may need, in addition to the amount you may already have.\*

### 1. Estimate your family's income needs

This shows your family's monthly income and expenses without your contribution.

#### Monthly expenses

Mortgage or rent	\$
Insurance coverage (Auto, home, medical insurance premiums)	\$
Household expenses (Food, utilities, clothes)	\$
Other (Child care, tuition)	\$
Subtotal 1 (Add above items.)	\$

Sources of monthly income	
Spouse's income	\$
Income-producing assets (Investments)	\$
Social Security survivor benefits (See your Social Security statement for estimated benefits.)	\$
Other	\$
Subtotal 2 (Add above items.)	\$

Estimate total income replacement needs	
Total annual monthly expenses (Subtotal 1 x 12)	\$
Total annual income (Subtotal 2 x 12)	\$
Annual income replacement needs (Subtract total annual income from total annual monthly expenses.)	\$
Number of years replacement income needed (Five, 10, or 15+ years)	___ years
A. Total income replacement needs (Multiply annual income replacement needs by number of years.)	\$

## 2. Estimate other expenses

Additional expenses your family might face:

- Funeral and final expenses average \$7,848.<sup>1</sup>
- The average cost of tuition and fees is \$38,070 at private colleges and \$10,740 (in-state residents) or \$27,560 (out-of-state residents) at public colleges.<sup>2</sup>
- The average wedding cost in the United States is \$28,000.<sup>3</sup>
- Elder care costs average between \$4,057 (assisted living)<sup>4</sup> and \$7,441 (nursing home, semi-private room) per month.<sup>5</sup>

Other and future expenses	
Final expenses	\$
College tuition	\$
Child's wedding	\$
Elder care	\$
Other (Include credit cards and loan debts, tuition, auto and so forth)	\$
B. Total other expenses (Add above items.)	\$

## 3. Estimate available assets

Additional sources of money for your family.

Available assets	
Current life insurance (Include both optional and basic life insurance.)	\$
Cash, savings, investments	\$
Retirement funds [IRA, 401(k), 403(B) and pension]	\$
Other	\$
C. Total available assets (Add above items.)	\$

## 4. Estimate life insurance coverage needs

Value is based on your total income replacement needs, total other expenses, and total available assets.

Total estimate		
(A + B)	Add total income replacement needs (A) and total other expenses (B)	\$
- C	Subtract total available assets (C)	\$
	Total coverage needed (Subtract C from [A + B].)	\$

<sup>1</sup> Egan, John, "How Much Does a Funeral Cost?," Forbes Advisor, January 19, 2022, <https://www.forbes.com/advisor/life-insurance/how-much-does-a-funeral-cost/#:~:text=A%202021%20study%20from%20the,%2C%20up%2011.3%25%20from%202016.>

<sup>2</sup> "Trends in College Pricing & Student Aid 2021," College Board, February 3, 2022, <https://research.collegeboard.org/trends/college-pricing>.

<sup>3</sup> Forrest, Kim, "This Was the Average Cost of a Wedding in 2021," The Knot, February 15, 2022, <https://www.theknot.com/content/average-wedding-cost>.

<sup>4</sup> O'Brien, Sarah, "Assisted Living Communities Average More than \$4,000 Monthly. This is Where They Are the Most and Least Costly," CNBC, March 23, 2022, <https://www.cnn.com/2022/03/23/this-is-where-assisted-living-communities-are-most-and-least-costly.html>.

<sup>5</sup> "Nursing Home Costs by State 2022," World Population Review, 2022, <https://worldpopulationreview.com/state-rankings/nursing-home-costs-by-state>.

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Review your company's enrollment materials or contact your Human Resources department for more information.

\*This worksheet is intended to provide an estimate of your potential life insurance needs and is only one of many ways to analyze your insurance needs. Please seek professional guidance to assess your actual life insurance needs and the types of policies that best meet those needs.

This brochure is a general description of coverage and/or services offered. Please refer to the certificate or the group policy for a complete description of coverage, terms, conditions, exclusions, and limitations. Optional term life insurance policies or amounts may require that you submit evidence of insurability.

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