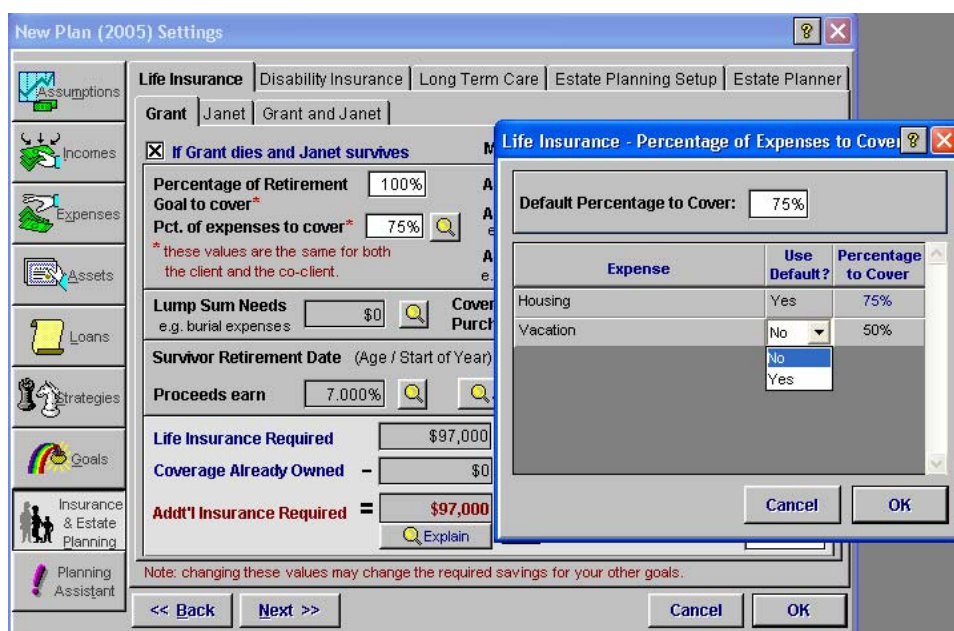


Calculating costs that end upon the death of a spouse

When providing clients with a calculation of insurance needs, did you know you can enter the percentage of each expense that should be covered?

All of the expenses entered in the *Expenses* category can be accessed in the *Insurance & Estate Planning* category by clicking the magnifying glass button beside the *Percent of expenses to cover* field.

In the example below, after Grant's death, we can assume that Janet's travel expenses will decrease. The steps below show you how to decrease Janet's vacation expenses to 50% after Grant's death. When this value is changed, the new percentage is used to calculate life insurance requirements.



1. Go to the **Insurance & Estate Planning** category – **Life Insurance** tab.
2. Click the **magnifying glass** next to the *Pct. of expenses to cover* field.
3. In the *Use Default?* column, click on the expense you want to exclude from calculations, and then select **No**.
4. In the *Percentage to Cover* field, enter the percentage of the expense to be accounted for after death. If you would like to omit the entire expense after the death of the spouse, enter **0%**.
5. Click **OK** to update the insurance analysis with this information.

The note under the *Pct. of expenses to cover* field reminds you that the plan will decrease the percent of the expense to cover for both spouses. In the example above, if Janet dies first instead of Grant, then the vacation expense will be decreased to 50% coverage for Grant as well. This also applies to the *Percentage of Retirement Goal to cover* field.