

## Personal Financial Security Needs

### What Are the Personal Financial Security Needs?

In order to provide for themselves and their families, as well as protect the way they live, most people want to provide for one or more of these personal financial security needs...

#### Protecting Your Family's Future

How will your family replace your earning power in the event you die prematurely?

#### Preparing for Your Retirement

What will happen to your standard of living when your earning power ceases at retirement?

#### Providing for Your Child's Education

How much of your earning power will be available to help pay for your child's education?

#### Preparing for Disability

If you are sick or hurt and unable to work, how will you replace your earning power?

#### Making Your Home Debt-Free

How much of your earning power will be spent on unnecessary mortgage interest?

#### Planning Your Estate

Have you made plans to have funds available to pay estate settlement costs at your death?

### Which of these needs would be your top priority?