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THE B&B ALERT

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A LIFE INSURANCE Q & A

By Gwendolyn Faulkner, Special Care Planner
of Massachusetts Life Insurance Company

At one point or another, you've probably given life insurance some thought. And, if you're wondering how much is enough, you're not alone. The fact is, determining life insurance needs is not just a matter of simple arithmetic. It requires you to take an objective look at your current needs and your future goals. This is where a "needs analysis" can be of great importance.

A needs analysis is conducted by a qualified insurance professional, and helps you determine the future short-term and long-term financial needs of you and your family. By answering a series of questions, you'll be able to identify your needs and ultimately design a plan to assure that money will be available to meet those objectives. The process can guide you to identifying specific areas of concern and help you establish your financial priorities, as well.

Emphasis on Personal and Family Needs

For most people, needs typically revolve around attaining and maintaining a comfortable lifestyle. This often translates into a home, higher education for your children, time and money to enjoy leisure activities, funding a special needs trust and, last but not least, funding an adequate retirement.

While saving and investing will undoubtedly be part of your overall long-term investment strategy, it takes time to accumulate a pool of capital. One advantage of life insurance is that it protects you *today*, before you've reached your financial objectives. It provides financial relief for your family in the event of an untimely or unexpected death, which would otherwise deprive you of the time required for wealth accumulation.

A complete needs analysis helps determine what is important in creating and protecting the lifestyle you and your family enjoy. Even if current income doesn't stretch far enough to satisfy all of your future financial objectives, the needs analysis process will help you establish and focus on your priorities.

Your insurance professional can guide you through this comprehensive analysis to identify your goals and to show you how life insurance can help meet each of your objectives. By initiating a plan of action, you can create an estate that will provide financial assets should you no longer be able to do so yourself.

Gwen Faulkner is a registered representative and special care planner of Massachusetts Life Insurance Company, working out of Philadelphia and Cherry Hill offices. She concentrates in financial planning for families and individuals of all ages and also focuses on families with planning needs for a disabled beneficiary. You may contact Gwen at (856) 673-4045.

Begley & Bookbinder, P.C. is an Elder & Disability Law Firm with offices in Moorestown, Stone Harbor and Lawrenceville, New Jersey and can be contacted at 800-533-7227. The firm services southern and central New Jersey and eastern Pennsylvania.

The Firm provides services in connection with protecting assets from nursing home costs, Medicaid applications, Estate Planning and Estate Administration, Special Needs Planning and Guardianships. If you have a legal problem in one of these areas of law, contact Begley & Bookbinder at 800-533-7227.

Begley & Bookbinder has prepared **Special Reports** concerning *Special Needs Trusts, Vacation Area Homes – Tax and Management Issue and Utilizing Special Needs Trusts in Matrimonial Cases*. Please contact Begley & Bookbinder at 800-533-7227 or visit our website at www.begleylawer.com to obtain a **Special Report**.

Our web site contains a library of firm newsletters, articles, on-line forms for Medicaid, Estate Planning and uardianship, as well as our upcoming speaking engagements, our products, and other relevant information.

If you have any comments, e-mail us at ccaruso@begleylawyer.com

If you are interested in having an Elder & Disabilities Law Attorney from Begley & Bookbinder speak at an event, please contact Colleen Caruso at (856) 787-4237.

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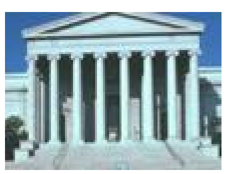

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