

HOW MUCH INCOME DO YOU NEED?

The first step to effectively plan for your income needs is comparing your expenses with your income. To help determine your income needs, fill in the lines below using your expenses and income from last month. Because income and expenses can vary from month to month, you may wish to estimate your cash flow through all 12 months or take a 12 month average.

Essential Monthly Expenses

Mortgage payment or rent	\$ _____
Auto loan(s)	\$ _____
Personal loans	\$ _____
Credit card payments	\$ _____
Taxes (Federal and state income, Social Security and real estate taxes)	\$ _____
Utilities (electricity, heat, telephone)	\$ _____
Household (repairs, maintenance, insurance)	\$ _____
Food	\$ _____
Clothing	\$ _____
Education	\$ _____
Child care	\$ _____
Auto expenses (gas, repairs, insurance)	\$ _____
Life insurance	\$ _____
Health insurance	\$ _____
Other expenses	\$ _____
Total Essential Expenses	\$ _____

Total Monthly Expenses

Total Essential Expenses	\$ _____
Total Discretionary Expenses	+ \$ _____
Total Monthly Expenses	\$ _____

Monthly Income

Wages, salary, tips	\$ _____
Alimony	\$ _____
Dividends from stocks, mutual funds, etc.	\$ _____
Interest on savings accounts, bonds, CDs, etc.	\$ _____
Social Security benefits	\$ _____
Pensions	\$ _____
Immediate annuity income	\$ _____
Other income	\$ _____
Total Monthly Income	\$ _____

Discretionary Monthly Expenses

Entertainment/dining	\$ _____
Recreation (travel, club dues, hobbies)	\$ _____
Gifts	\$ _____
Major home improvements	\$ _____
Charitable contributions	\$ _____
Other expenses	\$ _____
Total Discretionary Expenses	\$ _____

Does Your Income Meet Your Needs?

Total Monthly Income	\$ _____
Total Monthly Expenses	- \$ _____
Difference	\$ _____
Positive = excess income	
Negative = more income needed	