

CASE STUDY REPORT

Life Insurance Needs Analysis & Protection Planning

Family Financial Security Assessment

Prepared for Professional Insurance Portfolio

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Date: _____

1. Background

Mr. Rahul Sharma, a 42-year-old salaried professional, is the primary earning member of his family. He supports his spouse and two school-going children and holds multiple financial liabilities.

2. Family & Financial Profile

- Age: 42 years
- Occupation: Senior Sales Manager
- Monthly Income: ₹95,000
- Spouse: Homemaker
- Children: Two (Ages 9 and 13)
- Housing Loan Outstanding: ₹38,00,000
- Car Loan Outstanding: ₹4,50,000
- Savings & Investments: ₹7,50,000

3. Risk Scenario

In the event of sudden death due to illness or accident, the family would lose its primary source of income. This scenario evaluates the financial consequences and protection requirements.

4. Financial Needs Assessment

Category	Estimated Amount (₹)
Final & Funeral Expenses	3,00,000
Outstanding Loans	42,50,000
Children Education Fund	15,00,000
Household Living Expenses (10 Years)	60,00,000
Spouse Retirement Corpus	25,00,000
Emergency Reserve	5,00,000
Total Financial Need	1,50,50,000

5. Existing Financial Resources

Asset Type	Amount (₹)
Employer Group Insurance	25,00,000
Provident Fund & Gratuity	18,00,000
Savings & Mutual Funds	7,50,000
Personal Life Insurance	20,00,000
Total Available Assets	70,50,000

6. Protection Gap Analysis

The protection gap is calculated by subtracting available assets from total financial needs.

Description	Amount (₹)
Total Financial Need	1,50,50,000
Available Resources	70,50,000
Insurance Shortfall	80,00,000

7. Recommended Insurance Strategy

- Additional Term Insurance Cover: ₹80,00,000
- Policy Term: 20–25 years
- Premium Payment Mode: Annual
- Rider: Accidental Death Benefit
- Periodic Review Every 3 Years

8. Comparative Outcome Analysis

Factor	Without Adequate Cover	With Adequate Cover
Loan Repayment	At Risk	Fully Secured
Education Funding	Uncertain	Protected
Living Standard	Declines	Maintained
Retirement Security	Weak	Stable

9. Key Planning Insights

- Life insurance must reflect family responsibilities
- Employer cover alone is insufficient
- Regular reviews are essential
- Term plans provide cost-effective protection
- Protection planning improves family resilience

10. Professional Recommendation

It is recommended that Mr. Sharma immediately enhance his life insurance coverage through an additional term policy and periodically reassess his protection needs in line with life stage changes.

11. Management Conclusion

This case demonstrates the importance of structured life insurance planning in ensuring long-term financial security and stability for dependent families.

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Life & Financial Risk Advisory Portfolio

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