

INCOME REPLACEMENT GUIDELINES

Carrier	Ages	Multiplier
AIG	<41	25
	41 - 50	20
	51 - 55	15
	56 - 65	10
	66 - 70	5
	71 & Over	Individual Consideration
Equitable	18 - 40	30
	41 - 45	25
	46 - 55	20
	56 - 60	15
	61 - 70	10
	71 - 79	5
	80 & Over	Individual Consideration
Foresters Financial	18 - 35	25
	36 - 45	20
	46 - 55	15
	56 - 60	10
	61 - 70	7
	71+	Individual Consideration
Global Atlantic	0 - 39	30
	40 - 49	25
	50 - 59	15
	60 - 65	10
	66 & Over	7
John Hancock	18 - 30	30
	31 - 40	25
	41 - 50	20
	51 - 60	15
	61 - 65	10
	66 - 74	5
	75 & Over	Individual Consideration
Lincoln Financial	18 - 35	30
	36 - 45	25
	46 - 60	20
	61 - 65	10
	66 & Over	5
	<30	40
Mutual of Omaha	30 - 39	35
	40 - 49	30
	50 - 59	20
	60 - 64	10
	65 & Over	7
	Nationwide	20 - 30
31 - 40		25
41 - 50		20
51 - 60		15
61 - 70		10
71+		5
New York Life	0 - 40	35
	41 - 50	25
	51 - 60	20
	61 - 65	10
	66+	5

Carrier	Ages	Multiplier
North American	20-30	30
	31-40	25
	41-50	20
	51-60	15
	61-70	10
	71 and up	5
	Principal Financial	18 - 35
36 - 45		25
46 - 55		20
56 - 60		15
61 - 65		10
66 - 70		5
71+		Individual Consideration
Protective Life	>40	30
	41 - 50	20
	51 - 60	15
	61 - 65	10
	66+	6
	<41	35
Prudential	41 - 50	25
	51 - 60	20
	61 - 70	10
	71 - 80	5
	<18	Individual Consideration
Sagicor	18 - 39	25
	40 - 50	20
	51 - 60	15
	61 - 65	10
	66 - 70	5
	>70	Individual Consideration
	Securian Financial	<36
36 - 45		25
46 - 55		20
56 - 60		15
61 - 65		10
66 & Over		Individual Consideration
Symetra	< 35	30
	35 -40	25
	41 -55	20
	56 -60	15
	61 - 65	10
	66 - 70	7
	Over 70	Individual Consideration
Transamerica	18 - 35	30
	36 - 45	25
	46 - 50	20
	51 - 55	15
	56 - 65	10
	66 - 70	5
	71+	Individual Consideration
Zurich	18 - 30	30
	31 - 40	25
	41 - 50	20
	51 - 60	15
	61 - 65	10
	66 - 70	5
71+	Individual Consideration	

Updated 3/2/21

For informational purposes only. Not binding. Please refer to carrier specific documentation for additional details.