



Long-term stability.

Guarantees clients can count on. This is MassMutual Whole Life.



Case Study:

A closer look at Whole Life 10 Pay and 12 Pay

MassMutual® offers a robust whole life product portfolio that allows for customization with your clients. It provides the opportunity to compare two options that can offer a 10-year payment structure, providing different levels of cash value and death benefit due to the difference in guaranteed interest rates on the products. For example, the Whole Life 10 Pay is designed to maximize tax-efficient accumulation and income, while the Whole Life 12 Pay is designed to provide a balance of accumulation, income, and death benefit protection.

For certain clients, the Whole Life 12 Pay can offer even more customer value than the Whole Life 10 Pay, while still maintaining competitive distributions.

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Take a closer look at this case study:

Consider a client who needs extra protection for his family during his working years, and who is also looking to supplement his retirement income¹ by funding a whole life policy over the next ten years. With the Whole Life 10 Pay, the client could realize a potential cash value of \$2,654,915 at age 65 with a lower initial death benefit. But to meet his additional protection need, he could purchase a Whole Life 12 Pay with an initial death benefit that's almost \$1,000,000 higher and still maintain competitive cash value and income at retirement.

Client Need: Higher death benefit protection during his working years, with long-term cash value accumulation into retirement.

Male, Age 45, Select Preferred Non-Tobacco, \$150,000 annual premium for 10 years, Waiver of Premium Rider, Dividend Option: Paid-Up Additions

	MASSMUTUAL WHOLE LIFE 10 PAY	MASSMUTUAL WHOLE LIFE 12 PAY (REDUCED PAID-UP IN YEAR 11)	% DIFFERENCE
Initial Death Benefit	\$2,081,888	\$3,075,662	48%
Total Cash Value at age 65*	\$2,654,915	\$2,482,539	-6%
Total Death Benefit at age 65*	\$3,823,597	\$4,235,909	11%
Total Cash Value at age 85 (No income)	\$7,168,490	\$6,458,058	-10%
Total Death Benefit at age 85 (No income)	\$8,039,849	\$7,647,288	-5%
Annual Income from ages 65-79 ¹ *	\$218,115	\$193,493	-11%
Remaining Death Benefit (At age 85 after income)*	\$932,590	\$1,271,161	36%
Total Cumulative Benefit at age 85* (Total Annual Income + Death Benefit)	\$4,204,315	\$4,173,556	-1%
Target	\$49,853	\$73,864	48%

¹ Distributions under the policy (including cash dividends and partial/full surrenders) are not subject to taxation up to the amount paid into the policy (cost basis). If the policy is a Modified Endowment Contract, policy loans and/or distributions are taxable to the extent of gain and are subject to a 10% tax penalty if the policyowner is under age 59 1/2.

Access to cash values through borrowing or partial surrenders will reduce the policy's cash value and death benefit, increase the chance the policy will lapse, and may result in a tax liability if the policy terminates before the death of the insured.

*This illustration reflects the dividend option of Paid-Up Additions. Non-guaranteed values include dividends, which are neither estimates nor guarantees, but are based on the 2023 dividend schedule. The dividend schedule is reviewed annually and it is likely that dividends in future years will be lower or higher depending on the company's actual experience.

For this reason, we strongly recommend that you look at a hypothetical lower schedule illustration available upon request.

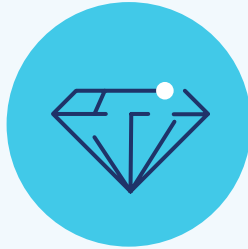
These illustrations were run in June 2023 using an Adjustable Loan Rate of 5.23% Policy loan rates are reset on each policy anniversary and remain in effect for the entire policy year. When working with clients, a Basic illustration must be presented using current assumptions and the current dividend schedule. **Clients should be referred to the Basic Illustration for guaranteed elements and other important information.**

Why Whole Life Insurance from MassMutual?



FEATURES

- ✓ Permanent Life Insurance
- ✓ Cash Value Accumulation
- ✓ Guarantees
- ✓ Income Tax Advantages
- ✓ Policy Dividends*
- ✓ Additional Benefits (Riders)**



BENEFITS A Life-Stage Planning Product

- ✓ Helps to protect Income
- ✓ Can help build a financial safety net
- ✓ Helps supplement retirement income¹
- ✓ Helps replace lost income for a surviving spouse
- ✓ Potential alternate source of funds during market downturns¹
- ✓ Potential to accelerate death benefit to pay for covered long term care expenses with a qualifying event***
- ✓ Can ensure a financial legacy
- ✓ Helps with asset/income tax diversification



WHY MASSMUTUAL

- ✓ MassMutual has a long history of financial strength and stability
- ✓ An industry leader in whole life insurance
- ✓ A long-term business and investment strategy that has helped to deliver industry-leading dividend performance*
- ✓ Historical commitment to providing long-term value to whole life policyowners

*Dividends are not guaranteed.

**Riders are available at an additional cost or may require a fee when exercised.

***The LTCAccess Rider is available for an additional premium.

Rider benefit payments will reduce the policy's death benefit and cash surrender value.

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MassMutual...

Helping you secure what matters most.

Since 1851, MassMutual has been building a reputation for financial strength and integrity. Our business decisions have been guided by our customers' needs. Today, we offer a wide range of financial products and services to help people secure their future and protect the ones they love.

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Any guarantees explicitly referenced herein are based on the claims-paying abilities of the issuing insurance company. The products and/or certain features may not be available in all states. State variations will apply.

Whole Life Legacy series policies ((Policy Forms: MMWL-2018 and ICC18-MMWL in certain states, including North Carolina)/ (MMWLA-2018 and ICC18-MMWLA in certain states, including North Carolina)) and MassMutual Whole Life series policies on the digital platform (Policy Forms: WL-2018 and ICC18WL in certain states, including North Carolina) are level-premium, participating, permanent life insurance policies issued by Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.

