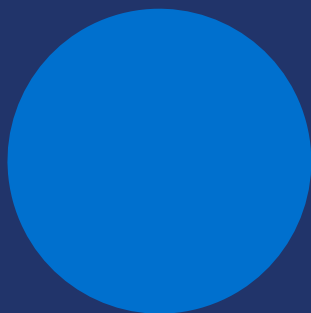


# Platinum Pass Program

Underwriting Program Guide



If your clients have purchased life insurance in the past five years, the Platinum Pass Program may be a simple way to help them purchase new, additional coverage without medical tests or paramedical exams

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# What is Platinum Pass?

Platinum Pass Program underwriting helps speed up sales by getting faster approvals for additional life insurance coverage.

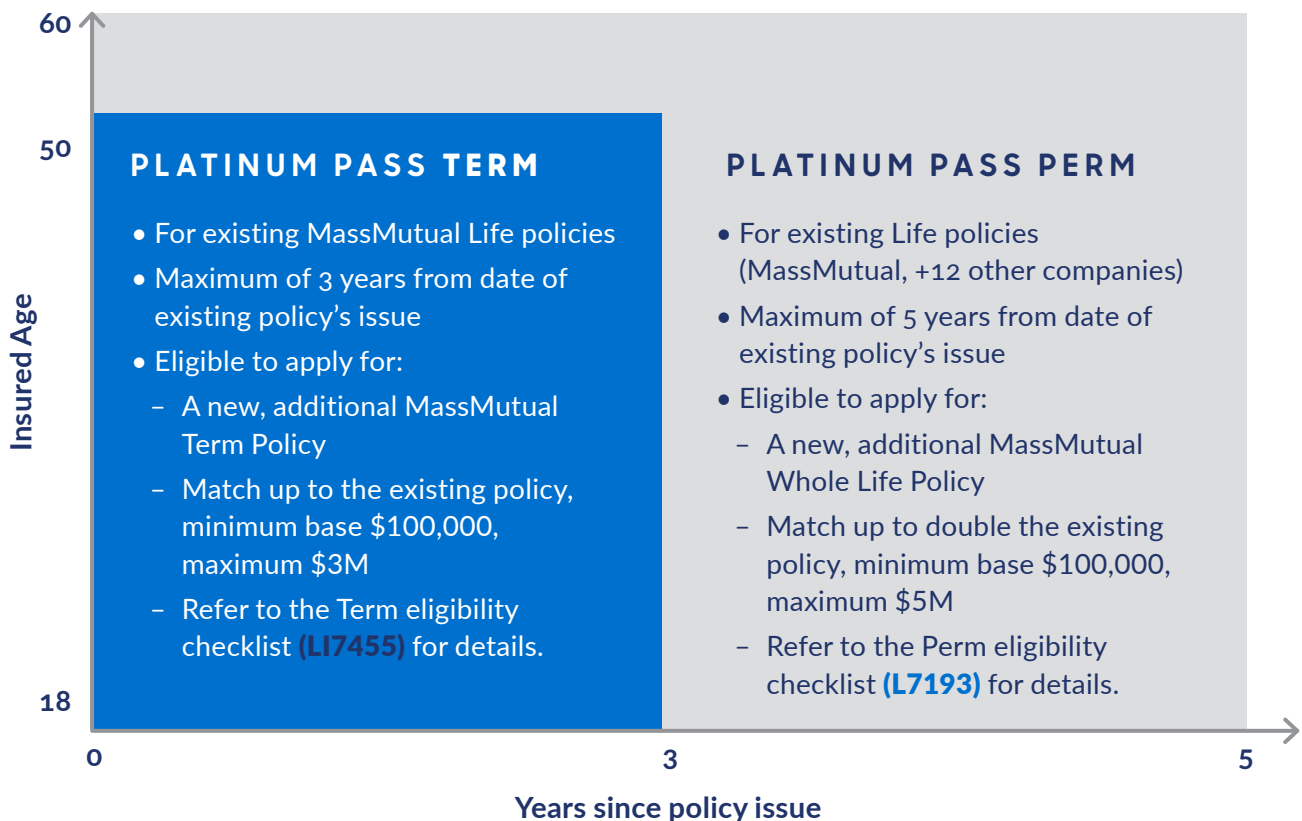
The Platinum Pass **Term Underwriting Program** allows you to increase your client’s coverage by matching up to their existing MassMutual® coverage from \$100,000 to \$3 million, without any new medical tests or paramedical exams. This program is exclusively for clients who purchased insurance from MassMutual in the past 3 years and were fully underwritten using a full blood and urine profile.

With the **Platinum Pass Perm program**, your clients can increase their protection by two times the previously approved face amount, up to \$5 million maximum, if they have been fully underwritten and approved in the past five years by MassMutual or an approved carrier.

Platinum Pass is not a guaranteed-issue program. Some underwriting is necessary, but there is typically no need for new tests or exams.

## PLATINUM PASS EXPRESS UNDERWRITING

Applies to fully underwritten insureds



## What type of new policy can be issued using the Platinum Pass Program?

	TERM	PERMANENT
<b>Policy Type</b>	A new, additional MassMutual <b>Term Life</b> policy, and is <b>not</b> ART.	A new, additional MassMutual <b>Whole Life individual</b> policy only
<b>Issue Age</b>	18-50	18-60
<b>Minimum Face Amount</b>	\$100,000	
<b>Maximum Risk Amount</b>	\$3 Million	\$5 Million (including riders)
<b>Lifetime Program Cap</b>	Lifetime program cap of \$5 million (including coverage in force using former E-Z Pass/E-Z Pass Platinum Programs).	
<b>Available Riders</b>	Waiver of Premium Rider	<ul style="list-style-type: none"> <li>• Life Insurance Supplement Rider (LISR) – LISR coverage may not exceed 50% of the total coverage amount</li> <li>• Waiver of Premium Rider</li> <li>• Additional Life Insurance Rider (ALIR) – may be added on a non-replacement basis. Scheduled or non-scheduled ALIR payments that do not exceed the base premium are allowed, and may not exceed the maximum lifetime coverage allowed under this program</li> <li>• LTCAccess Rider (LTCR) – The LTCR application supplement (FR2024) must be completed</li> </ul>

# What are the underwriting requirements for the new policy?

- A current application package for a new, additional policy must be submitted. (A perm/term combination is possible. Neither may exceed the program maximum for each program.)
- A Client Medical Interview<sup>1</sup> or a Non-Med must be completed.
- Financial underwriting, motor vehicle reports, medical claims reports, and pharmacy database checks are required.
- An EZI (abbreviated telephone interview) is required for:
  - Files with total amount at risk above \$3 million.
  - Non-U.S. citizens living in the U.S. without a permanent 10-year green card, when the total amount at risk is more than \$1 million.
  - When the look-back period for the existing policy is more than 3 years for any face, any age.
  - Individuals who are “off the grid” for digital health information.
- Verification of a prior lab draw (blood and urine) will be obtained.
- Aviation and avocation risks are allowed. We will try to match the aviation/avocation risk pricing of the original policy, as long as activities are unchanged.
- Coverage amounts are subject to MassMutual retention limits.
- MassMutual reserves the right to request full underwriting if there have been health changes since the existing policy was issued, or if the history appears inconsistent with the risk class.

<sup>1</sup> CMI is subject to state and product availability, otherwise a Non-med Part II is required.

# Which existing policies are eligible for Platinum Pass?

**FOR PLATINUM PASS TERM,  
THE EXISTING POLICY MUST:**

**FOR PLATINUM PASS PERM,  
THE EXISTING POLICY MUST:**

Be in force and premium paying.

Have a base face amount of at least \$100,000.

Have been issued within **three** years of the submission date of the new policy.

Have been issued within **five** years of the submission date of the new policy.

Have been fully underwritten with a full blood profile and urine analysis.

Have been issued by MassMutual at Standard or better.

Have been issued by MassMutual at Standard or better, or by an approved carrier at an acceptable risk class (see the next page for details).

Have been approved without the use or benefit of exceptions, accelerated underwriting programs, “step up” or table shave programs, facultative reinsurance, or special reinsurance programs (e.g., Mass Advantage program).

# Approved Carriers and Risk Classes (Platinum Pass Perm only)

Clients with an existing MassMutual policy issued at Standard or better may be issued new coverage with the same risk class. For Platinum Pass Perm only, clients with an existing policy issued by another approved carrier at an acceptable risk class may be issued new coverage with a comparable risk class.

The chart below will help you determine the best risk class available for approved carriers based on the existing policy's risk class. For example, the best class available under this

program is Select Preferred Non-Tobacco if the policy was issued Preferred Non-Tobacco from Northwestern Mutual. To potentially qualify for Select Preferred Tobacco, the risk class from the approved carrier must be a "preferred" class.

To determine whether the Tobacco or Non-Tobacco rates will be applied, we will review responses to tobacco questions on the prior and current application and use our current tobacco-use guidelines.

## CLASSES COMPARABLE TO MASSMUTUAL'S

Approved Carrier <sup>2</sup>	Standard Non-Tobacco	Select Preferred Non-Tobacco	Ultra Preferred Non-Tobacco
AIG/American General	Preferred, Preferred Plus	Not applicable	Not applicable
AXA Equitable	Standard Plus Non-Tobacco, Standard Non-Tobacco	Preferred	Preferred Elite
Constellation Insurance Inc. (formerly Ohio National)	Select	Preferred	Super Preferred
Guardian (assumes no table shave program was used)	Preferred Non-Tobacco, Non-Smoker	Preferred Plus Non-tobacco	Not Applicable
Lincoln	Preferred Non-Tobacco	Preferred Plus Non-tobacco	Not applicable
New York Life	Non-Smoker and Preferred II	Preferred/ Select Standard	Select Preferred Non Smoker
Northwestern Mutual	Standard Plus Non-Tobacco	Preferred Non-Tobacco	Premier Non-Tobacco
Principal	Standard or better rate class	Not Applicable	Not Applicable
Protective	Standard	Preferred	Select Preferred
Prudential	Non-smoker Plus, Non-Smoker	Preferred	Preferred Best
Securian	Select Preferred, Preferred	Not applicable	Not applicable
Thrivent	Preferred Non-Tobacco	Preferred Best, Super Preferred	Not applicable

<sup>2</sup> Carriers may be added or removed at MassMutual's discretion at any time. If a carrier (or subsidiary carrier) is not listed, it may not be used in the program.

## Program Limitations

- The most recently underwritten policy must be used as the base policy.
- The client may not use an older MassMutual offer if a more recent offer was less favorable.
- If MassMutual has previously rated or declined a client, and the client subsequently sought coverage with an approved Platinum Pass carrier receiving a better offer, that policy may not be used under this program.
- Platinum Pass may not be used for juvenile applications or with policies issued on a minor child with a juvenile premium class.
- Platinum Pass may not be used for professional athletes or foreign nationals (including U.S. citizens residing outside the U.S.).
- Platinum Pass is available only for new, additional life policies and may not be used for face increases of existing policies due to regulatory filing limitations of the CMI. If the existing policy is a MassMutual Whole Life 65, 100 or High Early Cash Value, it may be in the client's best interest to submit as a policy change and increase existing coverage, if a pricing band is being crossed. Please review pricing of a face increase vs. using the Platinum Pass Program.
- Term conversions (with or without a face increase) may not be submitted through Platinum Pass.

## Replacements

- Platinum Pass may not be used to replace any MassMutual policy.
- May not be used to replace any permanent coverage from any other carrier.
- May not be used to replace any coverage in New York (NY contract state).



# Platinum Pass for Disability Income (DI) Insurance Policyowners

Existing MassMutual DI policyowners whose policies were fully underwritten<sup>3</sup> may qualify to purchase a new, additional policy through the Platinum Pass Perm or Term programs, if all applicable criteria are met. The amount available is up to 150 times the base DI benefit, not to exceed \$3 million. This offer is subject to the following guidelines:

### DI INSURANCE POLICYOWNERS MAY QUALIFY FOR NEW LIFE INSURANCE THROUGH PLATINUM PASS

	Minimum Base DI Benefit of Existing Policy	Maximum Coverage Amount for New Life Policy <sup>4</sup>
Clients age 18 – 50	\$6,001 per month	\$3 million
Clients age 51 – 60 (new whole life coverage only)	\$1,001 per month	\$3 million

<sup>3</sup> "Fully underwritten" means a full blood/urine profile and physical measurements.

<sup>4</sup> The 150 times rule still applies.

# How to Submit Platinum Pass Business

- 1 | Review your book of business to find those clients who have purchased a life or DI policy from MassMutual or a life policy from an approved carrier in the past five years.
- 2 | Use the approved Platinum Pass Letter to initiate the conversation with those clients who fit the program description. Once you have made contact, determine if additional whole life or term insurance makes sense for their current situation.
- 3 | Review this guide along with the appropriate eligibility checklist for the desired product. **Criteria vary between the Platinum Pass Perm and Term programs.**
  - For Whole Life, see the Platinum Pass Underwriting Program Perm Eligibility Checklist ([LI7193](#))
  - For Term, see the Platinum Pass Underwriting Program Term Eligibility Checklist ([LI7455](#))
- 4 | Complete and submit the following required documentation:
  - **Platinum Pass Application Submission Form (LI7208)** – This form should be used as a cover letter for all applications that qualify for the Platinum Pass Program.
  - **Fully completed Part I application package and a CMI or Non-Med Part II** – This must be completed for all Platinum Pass applications.
  - When using an existing policy from an approved carrier other than MassMutual, include a copy of the Spec/Face Page and the completed application, including the Part I and Part II (e.g., non-med Part II, tele-app, medical questionnaire Part II, paramedical Part II, etc.).

# Frequently Asked Questions

**Q. Why does MassMutual only allow policies issued within three years for Platinum Pass Term and five years for Platinum Pass Perm?**

A. Going back further would limit our ability to effectively manage our risks and costs.

**Q. Are concurrent Whole Life and Term applications allowed through Platinum Pass?**

A. Yes. Neither policy may exceed the Platinum Pass Perm and Term program maximums.

**Q. Will MassMutual consider policies from unapproved carriers?**

A. No. We worked diligently to include those companies that best represent our competition while meeting the necessary underwriting standards.

**Q. What if I cannot get the required information from the approved carrier?**

A. The policy will not be eligible for the Platinum Pass Program. The information we require should be part of the actual policy from any of the approved carriers.

**Q. Why are financial underwriting requirements still needed?**

A. Financial underwriting is needed for us to be certain that additional coverage is appropriate at the time of purchase.

**Q. Can my clients purchase a survivorship policy using Platinum Pass?**

A. No, but if your clients have a survivorship policy for which they were fully underwritten within the past five years, they may qualify for Platinum Pass Underwriting of new individual whole life policies on each insured.

**Q. If client was declined or rated by MassMutual and sought coverage with an approved carrier, receiving a rate class acceptable for Platinum Pass, can they then use that policy under the program?**

A. No. If MassMutual has declined or rated the client at any point in time, and they sought and accepted coverage with an approved carrier, that policy may not be used throughout the Platinum Pass Program.

**Q. Can my clients purchase a CareChoice<sup>SM</sup> policy using Platinum Pass?**

A. No. Only MassMutual whole life policies are available under the Platinum Pass Perm program.

**Q. How quickly can I expect the Platinum Pass application to be processed? Will it be faster than going through the regular process?**

A. While each case is different, the Platinum Pass Program is designed to be faster than normal full underwriting. You can help by fully completing the application and including all needed information in the initial submission. This includes a copy of the other company's specification/face pages and their Part 2 for non-MassMutual policies. Keep in mind that MassMutual reserves the right to fully underwrite if it is deemed necessary.

**Q. Is Platinum Pass a guaranteed issue program?**

A. No, there is no guarantee that a new policy will be approved because there may have been changes since the existing policy was issued.

**Q. Can I use Platinum Pass to get a new DI insurance policy?**

A. No, only new MassMutual whole life or term policies are available under Platinum Pass.

# MassMutual...

## Helping you secure what matters most.

Since 1851, MassMutual has been building a reputation for financial strength and integrity. At MassMutual, we operate for the benefit of our customers. Our business decisions are based on a single guiding principle: to help people secure their future and protect the ones they love.

### **FOR FINANCIAL PROFESSIONALS. NOT FOR USE WITH THE PUBLIC.**

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.

