

# MassMutual Term® – Competitive Advantages

MassMutual’s Term life insurance policies provide life insurance coverage with the flexibility to address your clients’ long-term protection needs. In addition, we offer competitive optional riders and benefits – all backed by the strength and stability of MassMutual®.



## Affordable, flexible term life insurance



Choose coverage to meet your client’s specific protection needs: like protection until a child’s college years or until their retirement. MassMutual offers more term coverage options than most companies, including MassMutual’s Term-ART, 10, 15, 20, 25, and 30.



Term insurance from MassMutual provides guaranteed life insurance protection with affordable premiums.



## Offered by a company committed to financial strength

MassMutual was founded more than 170 years ago. Our long-term strategy as a mutual company helps ensure our policyowners and their loved ones can rely on us to be there when they need us most.

MassMutual earns some of the highest financial strength ratings<sup>6</sup> of any company in any industry.



A.M. Best Company	A++ (Superior)
Fitch Ratings	AA+ (Very Strong)
Moody’s Investors Service	Aa3 (High Quality)
Standard & Poor’s	AA+ (Very Strong)



## Convertibility options to support long-term protection needs

MassMutual Term includes the ability to convert the full or partial amount of coverage to a permanent life insurance policy.



### Conversion privileges

Convertible for 10 years (or age 65 if earlier).<sup>1</sup> No medical questions or exams are required at the time of conversion.



### Convert to all of MassMutual’s permanent policies

Option to convert term coverage to a full suite of permanent coverage life insurance policies, other than LTC/Life hybrid products. Other companies may limit the products available for conversion.



### Extend the conversion period

The flexibility of the Extended Conversion Period (ECP) option provides more time to convert. The conversion period is extended up to 20 years (15 years for 15 year term coverage), or age 65 if earlier. Few companies offer extended conversion.



### Option to convert to existing whole life policy

The term coverage may be converted to face amount increases on an existing MassMutual whole life policy (Available on WL 100, WL 65, WL HECV).<sup>2</sup>



## An additional layer of protection – Waiver of Premium



### Enhance your client’s coverage – Waiver of Premium Rider

A benefit that waives the policy’s premium if the insured becomes totally disabled,<sup>3</sup> as defined in the rider.



### On conversion – Option to include Waiver of Premium Rider

If the client converts their Term policy with the Waiver of Premium Rider, they may also include the rider<sup>4</sup> on the permanent policy.



### What if the insured becomes disabled during the conversion period?

Ability to immediately convert to our lowest premium whole life policy.<sup>5</sup> Waiver of Premium Rider will be included on the new policy, and whole life premiums will be waived. Other companies may not offer conversion while on waiver or require the policyowner to remain on waiver until the end of the conversion or term period before converting to a permanent policy.



### What if the insured becomes disabled after the conversion period?

Premiums will be waived to the end of the term period, then coverage may be converted to the lowest premium whole life policy.<sup>5</sup> Waiver of Premium Rider will be included on the new policy and the whole life premiums will also be waived.

Few other companies offer the ability to convert if on waiver after the end of the conversion period.

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

<sup>1</sup> There is a 2-year minimum conversion period (5 years for Term-ART).

<sup>2</sup> Not available on policies with LTC Rider.

<sup>3</sup> Eligibility for benefits is based on the definition of disability in the rider.

<sup>4</sup> Waiver of Premium Rider included with the new permanent policy will be the one in use by MassMutual on the policy date of the new policy.

<sup>5</sup> Whole Life product that is offered at that time.

<sup>6</sup> Financial strength ratings are as of July 1, 2024. Ratings apply to Massachusetts Mutual Life Insurance Company (MassMutual) and its subsidiaries, C.M. Life Insurance Company and MML Bay State Life Insurance Company, Springfield, MA 01111-0001. Ratings are subject to change.

Any guarantees explicitly referenced herein are based on the claims-paying ability of the issuing insurance company.

The products and/or certain features may not be available in all states. State variations will apply.

MassMutual Term Life series policies (Policy Forms: TL-2018 and ICC18TL in certain states, including North Carolina) are non-participating, annually renewable term life insurance policies issued by Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.

