



Producer Only

# MASSMUTUAL

One of our premier carriers for life and disability income protection

## Product Overview

The ability to increase coverage is a relatively unique feature for participating Whole Life Insurance.

### Whole Life (participating)

#### Accumulation

#### Product

#### Guaranteed Cash Value Rate



##### **Whole Life 10 Pay #1 cash accumulation vehicle!**

2%

(Min. \$100k, 0-75) Payable for 10 years ~ Highest premium ~ Highest guaranteed cash value (CV) ~ Reduced paid up (RPU) earliest year 8.

##### **Whole Life 15 Pay**

2.5%

(Min. \$25k, 0-75) Payable for 15 years ~ Lower premium than 10-pay ~ RPU earliest year 8 ~ Illustrates strong IRR on CV.

##### **Whole Life 20 Pay**

3%

(Min. \$25k, 0-75) Payable for 20 years ~ Lower premium than 10/15 pay ~ RPU earliest year 11, thereafter before year 21 ~ Illustrates balanced total CV/death benefit (DB).

##### **Whole Life 65**

3%

(Min. \$25k, 0-60) Payable to age 65, then policy is paid up ~ Illustrates balanced total CV/DB ~ Face amount increases available after policy issue.

##### **Whole Life High Early Cash Value (HECV) — Whole Life 85**

3%

(Min. \$100k, 0-75) Premiums are payable to age 85 ~ Designed for selective benefit programs for key employees and executives ~ Highest early guaranteed CV ~ Face amount increases available after policy issue.

##### **Whole Life 100**

3.75%

(Min. \$25k, 0-90) Premiums payable to age 100 ~ lowest premium option ~ Highest guaranteed DB ~ Face amount increases available after policy issue.

#### Balanced



#### Protection

Survivor Legacy 100 is also available (Min face \$100k, 18-75).

Dividends are not guaranteed but should note that they have paid them out every year since 1869; the most recent is 6%.

### Riders Available on Whole Life:

- Waiver of Premium Rider (WP)
- Additional Life Insurance Rider (ALIR)
- Planned Additional Life Insurance Rider (PALIR)
- Life Insurance Supplement Rider (LISR)
- LTC Access Rider (LTCR)
- Renewable Term Rider (RTR)
- Guaranteed Insurability Rider (GIR)
- Transfer of Insureds Rider (TIR)
- Accelerated Death Benefit Rider (ADB)
- Yearly Term Purchase Rider (YTP)



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### Convertible Term Life

Renewable to age 90; convertible; option to add ADB and WP riders.

#### **Vantage Term - Annually Renewable**

(Min. \$100k, 18-75) Lowest premium term option ~ guaranteed period is one year ~ annually renewable ~ convertible earlier 10th anniversary/age 65 anniv. - min. 5th anniv.

#### **Vantage Term - 10**

(Min. \$100k, 18-75) Guaranteed period is 10 years ~ renewable in 11th year ~ convertible earlier 10th anniv./age 65 anniv. - min. 2nd anniv.

#### **Vantage Term - 15 / VT-15 Ext. Cov. Period (ECP)**

(Min. \$100k, 18-70/ECP 18-54) Guaranteed period is 15 years ~ renewable in 16th year ~ convertible earlier 10th anniv. (ECP 15th anniv.)/age 65 anniv. - min. 2nd anniv.

#### **Vantage Term - 20 / VT-20 Ext. Cov. Period (ECP)**

(Min. \$100k, 18-65/ECP 18-54) Guaranteed period is 20 years ~ renewable in 21st year ~ convertible earlier 10th anniv. (ECP 20th anniv.)/age 65 anniv. - min. 2nd anniv.

#### **Vantage Term - 25 / VT-25 Ext. Cov. Period (ECP)**

(Min. \$100k, 18-60 (55 T)/ ECP 18-54) Guaranteed period is 25 years ~ renewable in 26th year ~ convertible earlier 10th anniv. (ECP 20th anniv.) /age 65 anniv.

#### **Vantage Term - 30 / VT-30 Ext. Cov. Period (ECP)**

(Min. \$100k, 18-55 (50 T)/ECP 18-54 (45 T) Guaranteed period is 30 years ~ renewable in 31st year ~ convertible earlier 10th anniv. (ECP 20th anniv.)/age 65 anniv.



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### Universal Life: Guard

(Min. \$100k, 0-85) Flexible premium offering the ability to guarantee the death benefit.

Riders: ADB, substitute of insured, waiver of specified premium.

Survivor Guard: (Min. face \$100k, 18-85). Riders: ADB, estate protection, policy split option, substitute of insured.

### Worksite: GI Whole Life

Guaranteed issue whole life with guaranteed cash-value growth, dividend-eligible, portable, terminal illness and chronic riders included. No med exam, couple health questions.

So how much does it cost for a tobacco-free employee to be covered with \$50,000 worth of MassMutual@WORK<sup>SM</sup> Group Whole Life Insurance:

Age	25	45	55
Cost per week*	\$7.62	\$19.04	\$33.24
Guaranteed cash value at age 65	\$19,580.13	\$14,299.06	\$8,558.27

Rates may vary based on age, tobacco status and state.  
Rates are as of 1/1/2021 and are subject to change.

### LTC/Life Combo: Care Choice

(Min. \$25k, 35-69; Tobacco user: 35-65)

*Care Choice One* is a single premium whole life policy with qualified LTC rider. *Care Choice Select* is a 12-pay version of the *Care Choice One*, helping spread the premium cost over multiple years. ADB rider is optional for both.

### Disability Income: Radius Choice

(18 to 64) Monthly max. benefit of \$20k to age 70 (Max. IDI \$23k/TDI \$32,500); BOE \$30k; Buy-Out \$2.25M. Dividend-eligible; if allocated, payable to premium payor in cash. Express UW is available (see guidelines).

- Elimination period: 60, 90, 180, 365, or 730 days; benefit period: 2, 5, or 10 years to age 65, 67 or 70.
- Min. qualifying annual income: \$16k; **non-cancellable** to age 65, thereafter, conditionally renewable on anniversary to age 75. Total Disability: cannot perform main duties of own occupation and not working in another occupation.
- Riders: ABI, BIR, CAT, COLA, EPR, FIO, GSR, Own occ, RGR, SIR, SLR, STR.
- Unisex rates for multi-life, employer-endorsed plans; 5% life DI cross-sell discount; 10% spouse/association discount.

This is GPAgency's general outline of MassMutual's product portfolio.

**It does not address state and plan specifics.**

Please consult with one of our brokerage managers for detail pertinent to your particular client.

#### GPAgency

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