


Advisor Brief: Sales Concept


MassMutual® Whole Life Portfolio Meeting Different Financial Goals


The MassMutual® whole life insurance portfolio can help clients who need both life insurance (death benefit) and who have secondary financial goals in mind. Those goals may align with the product features shown below.

Whole Life

Balanced Performance







Accumulation

Protection

Products	Whole Life 10 Pay	Whole Life 15 Pay	Whole Life 20 Pay	Whole Life 65	High Early Cash Value (HECV)-Whole Life 85	Whole Life 100
Guaranteed Cash Value Rate:	2%	2.5%	3%	3%	3%	3.75%
Adjustable Loan Rate Floor:	3%	3.5%	4%	4%	4%	4.75%
Product attributes (based on premium, per \$1,000 of face amount)	<ul style="list-style-type: none">Highest premiumHighest Guaranteed Cash ValueIllustrates highest Internal Rate of Return (IRR) on total Cash Value (CV)¹Illustrates highest income solves¹	<ul style="list-style-type: none">Lower premium increase than Whole Life 10 PayLower premium alternative to Whole Life 10 Pay with Reduced Paid Up (RPU) in year 11Illustrates strong IRR on total CV and income solves¹	<ul style="list-style-type: none">Illustrates balanced total CV/Death Benefit (DB) and income solves¹Lower premium option to Whole Life 10 Pay and Whole Life 15 Pay with RPU in years 11 and 16 respectively	<ul style="list-style-type: none">Illustrates balanced total CV/Death Benefit (DB) and income solves¹Face amount increases	<ul style="list-style-type: none">Highest early guaranteed cash valueFace amount increases	<ul style="list-style-type: none">Lowest premium optionHighest guaranteed DB productFace amount increasesHigher illustrated IRRs on total DBCombine with Life Insurance Supplement Rider (LISR) to meet premium budget

We tailored policies to be balanced between guarantees and non-guaranteed benefits by taking advantage of greater pricing flexibility.

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¹ Illustrated values include dividends, which are not guaranteed.

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 Coverpath 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.

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Comparing the New Chronic Illness Rider (CIR) with the LTCAccess Rider

MassMutual is launching a **new Chronic Illness Rider (CIR)** on the Coverpath/digital platform, an indemnity-based benefit for Whole Life policyowners. This gives you another protection option to offer aside from the LTCAccess Rider (LTCR), which remains available through EZ App.

With indemnity benefit payments and guaranteed premiums, CIR offers a simple solution that is appealing to clients who want added protection if they suffer a chronic illness. These features make CIR premiums higher in most cases than LTCR current premiums. You should note that while LTCR meets regulatory requirements for Long Term Care insurance, CIR does not.

There are basic differences between the two riders that offer you a choice of the best solution based on your client’s situation. Please reach out to us for a detailed feature comparison between both of the riders. It should be noted that the CIR does not and is not intended to provide long term care insurance.

Clients may choose CIR because:

- They prefer an indemnity benefit (rather than reimbursement) where there are no use restrictions.
- They prefer a guaranteed premium.
- Want to use PUAs to increase their monthly or annual benefit over time.
- Want benefits for care outside of the U.S.

Clients may choose LTC because:


- They live CA, NY & PR where CIR isn’t offered.
- They have a substandard rating.
- Are concerned about CIR’s per diem limit.
- Are ages 66-79.
- Need a higher initial benefit or want to use the MMBIO to increase benefits over time.
- Want HIPAA privacy protection.
- Qualifies for Federal or state tax or other benefits based on being Long Term Care Insurance.

The information provided is not written or intended as specific tax or legal advice. MassMutual, its subsidiaries, employees and representatives are not authorized to give tax or legal advice. Individuals are encouraged to seek advice from their own tax or legal counsel. 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.

The benefits under the Chronic Illness Rider are intended to qualify for favorable tax treatment under Section 101(g) of the Internal Revenue Code (26 U.S.C. Sec. 101(g)), but all or a portion of this benefit could be taxable depending on your client’s particular facts and circumstances. For example, any Chronic Illness Benefit Payment in excess of the per diem limitation of Section 7702B(d) of the Internal Revenue Code (26 U.S.C. Sec. 7702B(d)) would be taxable. Receipt of chronic illness benefits under the rider may affect eligibility for public assistance programs, such as Medicaid and Supplemental Security Income (“SSI”). Client’s should seek advice from their tax advisor prior to requesting a benefit payment. The Chronic Illness benefit payments will be capped by reference to the IRS per diem limit under Internal Revenue Code Sections 7702B and 101(g). Specifically, monthly Chronic Illness Benefit Payments will be capped at 30 times the daily IRS per diem limit and annual lump sum Chronic Illness Benefit Payments will be capped at 360 times the daily IRS per diem limit. The IRS updates the limit each tax year and the limit for 2022 is \$390 a day, so the maximum amount we would pay out in 2022 calendar year is \$140,400.

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Our Team

The culture at SFG Brokerage is one that puts community, collaboration, and connection first. We work with professionals across the country committed to serving the needs of your clients.



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