# The Value of Whole Life Insurance 

# A life insurance illustration summary 

Prepared for: Valued Client<br>Prepared by: Valued Broker<br>Mass Mutual Brokerage<br>6800 Jericho Turnpike<br>Suite 202W<br>Syosset, NY 11791<br>Date: April 01, 2016

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This is a supplemental life insurance illustration and is not valid unless accompanied or preceded by a Basic Life Insurance Illustration.
Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

We'll help you get there:

## Consider what whole life has to offer

Whole life insurance from Massachusetts Mutual Life Insurance Company (MassMutual) offers a combination of features that differentiate it from most other financial products. These include:

Lifetime protection - Whole life is designed to provide life insurance protection over your entire lifetime.

Cash value - The policy builds cash value over time which increases each year and will never decline in value due to changes in the financial markets.

Guarantees - Whole life insurance provides three fundamental guarantees:

- A guaranteed amount of life insurance protection;
- A guaranteed level premium and premium payment period; and
- Guaranteed increases in cash value.

Policy dividends - MassMutual's whole life policies are eligible to receive dividends that are paid annually. Dividends are not guaranteed. Policyowners may use any dividends they receive to pay some or all of their out-of-pocket premiums or provide additional life insurance protection and cash value.

Flexibility - MassMutual whole life insurance offers flexible riders ${ }^{1}$ and options to help meet your coverage needs.

Income tax advantages - Whole life insurance offers valuable income tax advantages that include:

- An income tax-free death benefit - The policy death proceeds are generally received income tax-free by the beneficiary.
- Tax-deferred cash value growth - Policy cash values accumulate on a tax-deferred basis.
- Tax-advantaged distributions ${ }^{2}$ - Policyowners may be able to access their cash value on a taxadvantaged basis through policy loans and partial surrenders.

The following is an illustration summary of a Whole Life Legacy 10 Pay (Legacy 10) policy with a $\$ 1,024,765$ Base Policy Face Amount on a Male, age 5.

The total initial premium is $\$ 12,000.00$.

The decision to purchase life insurance should be based on long-term financial goals and the need for a death benefit. Life insurance is not an appropriate vehicle for short-term savings or short-term investment strategies. While the policy allows for loans, you should know that there may be little to no cash value available for loans in the policy's early years.

[^0]
## The benefits of whole life throughout your lifetime

A whole life insurance policy is a versatile financial asset that may help you effectively address different financial needs during various stages of your life. Consider some of the ways that a MassMutual whole life policy might help you reach your financial goals as they change over time:

At age 5 the policy provides $\$ 1,024,765$ of life insurance to help protect your family or business.
At age 43 the Net Death Benefit is $\$ 1,036,365$ and the Net Cash Value is $\$ 67,422$.
The cash value may be a source of funds to help you address life's opportunities and challenges. ${ }^{2}$
At age 80 the Net Death Benefit is $\$ 1,397,754$ and the Net Cash Value is $\$ 407,472$.
The policy can provide additional financial security for your spouse or family, and may be an important part in your overall retirement strategy. ${ }^{2}$

At age 85 the Net Death Benefit is $\$ 1,382,885$ and the Net Cash Value is $\$ 512,085$.
The cash value may be a source of funds to help pay medical expenses for you or your spouse ${ }^{2}$ and the policy death benefit can help ensure a financial legacy for your family.

## Whole Life Policy Values (Non-Guaranteed)



The values illustrated in the text and chart above are not guaranteed. They include dividends that are neither estimates nor guarantees, but are based on the 2016 dividend schedule. Dividends in future years may be higher or lower depending on the company's experience. For this reason, we strongly recommend you look at a lower dividend schedule illustration available upon request.

This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life Legacy 10 Basic Life Insurance Illustration dated 4/01/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements, assumptions, explanations and other important information.

## Outlay and Benefit Summary (Guaranteed Values)

The following table and chart summarize the policy's guaranteed cumulative premiums, cash value and death benefit. These values assume that no dividends are paid.

## Policy Information

| Policy Name: | Legacy 10 |
| :--- | :--- |
| Gender/Issue Age: | Male, Age 5 |
| Underwriting Class: | Juvenile |
| Initial Death Benefit: | $\$ 1,024,765$ |
| Initial Contract Premium: | $\$ 12,000.00$ |

## Guaranteed Values

| Year | Age | Cumulative <br> Contract Premium | Guaranteed <br> Cash Value | Guaranteed <br> Death Benefit | Guaranteed <br> Paid-Up Insurance | Guaranteed Monthly <br> Life Income Option ${ }^{3}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 38 | 43 | $\$ 120,000$ | $\$ 284,587$ | $\$ 1,024,765$ | $\$ 1,024,765$ | $\$ 1,015$ |
| 75 | 80 | $\$ 120,000$ | $\$ 778,616$ | $\$ 1,024,765$ | $\$ 1,024,765$ | $\$ 7,054$ |
| 78 | 83 | $\$ 120,000$ | $\$ 817,404$ | $\$ 1,024,765$ | $\$ 1,024,765$ | $\$ 8,451$ |
| 80 | 85 | $\$ 120,000$ | $\$ 841,178$ | $\$ 1,024,765$ | $\$ 1,024,765$ | $\$ 9,538$ |


-\$600,000

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${ }^{3}$ If the policy is surrendered for its cash value, the policyowner has the option to apply this value towards the purchase of a monthly life income annuity. The amount shown is equal to the monthly income that would be payable.

## Outlay and Benefit Summary (Non-Guaranteed Values)

The following table and chart summarize key values at specific ages. In addition, the table also includes the internal rates of return on the policy cash value and death benefit.

Policy Information

| Policy Name: | Legacy 10 |
| :--- | :--- |
| Gender/Issue Age: | Male, Age 5 |
| Underwriting Class: | Juvenile |
| Initial Death Benefit: | $\$ 1,024,765$ |
| Initial Contract Premium: | $\$ 12,000.00$ |
| Initial Dividend Option: | Paid-Up Additions |

Non-Guaranteed Values

| Year | Age | Cumulative <br> Net Outlay | Net Cash <br> Value | Internal Rate <br> of Return (\%) | Net Death <br> Benefit | Internal Rate <br> of Return (\%) | Total Paid-Up <br> Insurance | Monthly Life <br> Income Option |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 38 | 43 | $-\$ 176,000$ | $\$ 67,422$ | $5.26 \%$ | $\$ 1,036,365$ | $8.70 \%$ | $\$ 1,036,365$ | $\$ 240$ |
| 75 | 80 | $-\$ 736,000$ | $\$ 407,472$ | $5.88 \%$ | $\$ 1,397,754$ | $6.32 \%$ | $\$ 1,397,754$ | $\$ 3,691$ |
| 78 | 83 | $-\$ 736,000$ | $\$ 473,420$ | $5.88 \%$ | $\$ 1,393,763$ | $6.23 \%$ | $\$ 1,393,763$ | $\$ 4,895$ |
| 80 | 85 | $-\$ 736,000$ | $\$ 512,085$ | $5.87 \%$ | $\$ 1,382,885$ | $6.18 \%$ | $\$ 1,382,885$ | $\$ 5,807$ |



The values illustrated in the text and chart above are not guaranteed. They include dividends that are neither estimates nor guarantees, but are based on the 2016 dividend schedule. Dividends in future years may be higher or lower depending on the company's experience. For this reason, we strongly recommend you look at a lower dividend schedule illustration available upon request.
This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life Legacy 10 Basic Life Insurance Illustration dated 4/1/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements, assumptions, explanations and other important information.

## MassMutual. We'll help you get there. ${ }^{\circledR}$

There are many reasons to choose a life insurance company to help meet your financial needs: protection for your family or business, products to provide supplemental income and the confidence of knowing you will be prepared for the future.

At Massachusetts Mutual Life Insurance Company (MassMutual), we are owned by our members and participating policyowners. We stand strong in the fundamental belief that every secure future begins with a good decision. And when choosing a life insurance company - ownership, strength and stability matter.

Learn more at www.massmutual.com/mutuality

The Whole Life Legacy Series (WL-2007 and WL-NC-2007) are level-premium, participating, permanent life insurance policies issued by Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001.


## Narrative Summary

Whole Life Legacy 10 Pay is a permanent life insurance policy providing a guaranteed face amount. Premiums are payable for 10 years. This illustration is neither a projection nor estimate of future benefits and assumes that the currently illustrated nonguaranteed elements will continue unchanged for all years shown. This is not likely to occur. Actual results may be more or less favorable than those shown.

## Client Information

Prepared for
Underwriting Class

Valued Client, Male, Age 5
All coverages, premiums, riders and underwriting classes are subject to Home Office approval.
You will be required to provide medical information, and an exam may be necessary.
Policy Information

Issuing Company
Policy
Generic Policy Name
Policy Form Number
MEC Status
Initial Base Dividend Option
Initial Premium Information

| Premium Payment Mode | Annual |
| :--- | ---: |
| Base Premium | $\$ 12,000.00$ |
| Accelerated Death Benefit for Terminal Illness Rider | No Premium Charge |
| Transfer of Insured Rider | No Premium Charge |
| Total Initial Premium | $\$ 12,000.00$ |

## Initial Coverage Information

Base Policy Face Amount
Total Initial Death Benefit
Massachusetts Mutual Life Insurance Company
Limited Payment Whole Life with Premiums Payable for 10 Years Whole Life Policy

WL-NY-2007
Paid-Up Additions

Dividends are not guaranteed and are subject to significant fluctuations over the lifetime of the policy. Changes in dividends will change all Non-Guaranteed values shown in this illustration.

What is Whole Life Legacy 10 Pay? Whole Life Legacy 10 Pay is a permanent life insurance policy providing a guaranteed face amount. Premiums are payable for 10 years. The duration of premiums for riders varies according to the terms of the rider. The policy provides for cash value accumulation and for the payment of dividends as may be determined by the Company.
What This Illustration Shows This illustration describes the important features of this MassMutual Whole Life Legacy 10 Pay life insurance policy and shows values over time on a guaranteed and non-guaranteed basis. It is designed to help you understand how this policy works. It is not a projection of how it will perform.
The following pages provide a summary (and year-by-year figures) for required premiums, cash surrender values and death benefits, anticipated out-of-pocket premium payments, and other values for this policy. Many of the values contained in this illustration depend on non-guaranteed dividends.
Your Illustration may show Policy Changes, such as face amount decreases, dividend option changes, the Alternate Payment Option (APO) strategy, loans, surrenders or changes to certain Rider premiums. Policy changes are not automatic. You must submit a request to our Home Office.

## Narrative Summary

IMPORTANT INFORMATION ABOUT DIVIDENDS Whole Life Legacy 10 Pay is a participating policy and is eligible to receive dividends, which are not guaranteed. The non-guaranteed values shown in this illustration are based on the Company's 2016 dividend schedule. This illustration assumes a policy with an adjustable policy loan interest rate provision. Dividends are a reflection of the company's mortality experience (death claims), investment earnings and expenses, and will change over time. This illustration is neither a projection nor estimate of future benefits and assumes that the currently illustrated nonguaranteed elements will continue unchanged for all years shown. This is not likely to occur. Actual results may be more or less favorable than those shown. For this reason, we strongly recommend reviewing an illustration showing a lower dividend schedule to see the impact this would have on policy values. Transfer of policy ownership to a qualified pension or profit sharing plan could result in different dividends.
This illustration assumes that the dividend option is Paid-Up Additions for all years shown. The annual dividend, if any, is used to buy additional level paid-up life insurance, adding to the policy's death benefit and total cash value. "Paid-up" means that no further premiums are required on the additional life insurance. This additional insurance is also eligible to receive dividends. Paid-up additions may be surrendered for their cash value as long as they are not being used as collateral for policy debt.

## Additional Coverage Provided by Rider(s)

Accelerated Death Benefit for Terminal Illness Rider (ABR): The Accelerated Death Benefit for Terminal Illness Rider allows the policyowner to receive an advance of policy death benefits when MassMutual receives satisfactory proof the insured has a terminal illness expected to result in death within the period set forth in the Rider. The funds may be used for any purpose. This rider terminates upon acceleration. There is no cost for the addition of this rider however there is a fee if the rider is exercised.
Transfer of Insured Rider (TIR): The Transfer of Insured Rider provides the policyholder with the right to transfer or exchange a new insured in place of the current insured under the policy, provided an insurable interest exists between the owner and the substitute insured, the new insured is not older than age 75 and evidence of insurability is provided. There is no annual premium for this rider however there is a cost due if the rider is exercised.

## IMPORTANT TAX INFORMATION

Based on the illustrated dividend schedule, this policy would not become a Modified Endowment Contract (MEC) under the Internal Revenue Code based on the assumptions in this illustration.
Changes to the assumptions as illustrated could cause the policy to become a MEC or change the year that the policy is illustrated to become a MEC.
A Modified Endowment Contract (MEC) distinguishes between a policy purchased primarily for death protection and a policy purchased primarily for the tax advantages afforded to life insurance cash values. Once a policy is classified as a MEC, it receives less advantageous federal income tax treatment (see below). To determine if a contract is a MEC, a premium limit (the MEC limit) is established for the maximum amount of premium allowed during the first seven years, based upon rules set by the Internal Revenue Code. Under the MEC test, a MEC results if the cumulative amount paid at any time in the first seven years exceeds the cumulative MEC limit applicable in that policy year. Certain changes to the policy can subject the policy to MEC testing beyond the first seven years or can cause premiums already paid to be re-tested.
Taking a policy loan could have adverse tax consequences. If your aggregate policy loans substantially exceed your cost basis, you may incur a significant income tax liability if the policy terminates before the insured's death. You may have to make substantial payments to cover policy premiums and policy loan interest to prevent the termination of the policy and to avoid the potential income tax liability. Some of the indications that such a situation may arise include: (1) high outstanding debt relative to the policy's cash value and (2) lower than illustrated dividends. You can reduce the likelihood that either will incur a significant income tax liability should your policy terminate before the death of the insured, or that you will need to make substantial payments to cover policy premium and pay policy loan interest to keep your policy from terminating, by monitoring and reviewing all aspects of your policy on a regular basis with your tax advisor, your financial representative, and/or any other financial advisor you might have.
Surrenders and distributions are subject to income tax to the extent they exceed the policy's cost basis. If the policy is a MEC, distributions and loans are taxable to the extent of gain and may be subject to a $10 \%$ tax penalty.

[^1]MEC Limit: $\$ 12,318.44$

## Narrative Summary

Death benefit proceeds from this policy are generally excludable from the beneficiary's gross income for income tax purposes (IRC Section 101(a)(1)). Policy loans on non-MEC policies are not treated as distributions or subject to income tax when taken (IRC Section 72). However, if the policy is not held until death, taxes are generally due on surrender or lapse and may in fact exceed the policy's Net Surrender Value if prior loans and surrenders were extensive.
The information provided above is not written or intended as specific tax advice. Individuals are strongly encouraged to seek advice from their own personal tax or legal counsel.

Interest Adjusted Cost (IAC) Comparison Index

|  | Policy Year |  |
| ---: | ---: | ---: |
|  | 10 | 20 |
| Life Insurance Surrender Cost Index | $\$ 2.08$ | $\$ 0.73$ |
| Life Insurance Net Payment Cost Index | $\$ 10.25$ | $\$ 5.06$ |

The Interest Adjusted Cost Comparison Indices provide two means of comparing the relative cost of similar plans of insurance issued by the same company or by different companies. A low index number represents a lower cost than a higher one. These indices reflect the time value of money by applying a $5 \%$ interest factor to policy premiums, dividends, and for the surrender cost index, the 10 and 20 year cash values. The dividends used in calculating these indices are based on the illustrated dividend schedule and are neither guarantees nor estimates of future dividends.
The indices do not consider: (1) the value of the services of an agent or company; (2) the relative strength and reputation of the Company and its actual dividend performance; or (3) differences in the policy provisions.
This illustration does not recognize the time value of money and should not be used to compare policy costs.

## Additional Information About This Illustration

This illustration, using a 5\% policy loan interest rate, is for a policy issued in New York on April, 2016. This rate may change on each policy anniversary date. A higher policy loan interest rate can impact policy values and the amounts available for future loans. For this reason, we strongly recommend that you look at a hypothetical higher loan interest rate available upon request. This illustration assumes policy loans.
This illustration assumes no further loans after policy year 20. It also assumes payment of interest when due. In any year that loan interest due is borrowed, it is assumed that the individual pays the interest in full and, in a separate transaction, borrows the after-tax cost of the interest (if possible) from the cash surrender value.
Annual Net Outlay is based on a tax bracket of $28 \%$.
The fully allocated expense method is used to allocate overhead expenses for all illustrations.

## Key Terms Used in the Illustration

Beg Year: The first day of the policy year. All premium payments and other outlays are assumed to be made at the beginning of the year.

End Year: The last day of the policy year. Dividends are assumed to be credited on this date. All cash values are shown as of the end of the policy year.

Death Benefit: The amount payable upon death of the insured.
Midpoint Assumptions: Values are calculated assuming that the dividends are reduced by $50 \%$ and any policy charges included are an average between the guaranteed and non-guaranteed charges.
Attained Age: Issue age plus policy duration years.

## Column Heading Definitions

Age End Year: The age of the insured at the end of the policy year.
Annual Dividend End Year: The total amount of annual dividend payable. These values are based on the illustrated dividend schedule and are not guaranteed.

## Narrative Summary

Annual Loan Beg Year: The amount of loan taken minus loan repayments made at the beginning of the policy year. This includes any amount of unpaid interest.
Annual Net Outlay Beg Year: This is the out-of-pocket cost, which is comprised of the Contract Premium and adjusted for any dividends, Paid-Up Additions, cash value released, loans taken, loan repayments made or taxes due at the beginning of the policy year.
Annual Outlay Beg Year: The annual outlay at the beginning of the policy year. This is the out-of-pocket cost, which is comprised of the Contract Premium adjusted for any dividends, Paid-Up Additions surrendered, cash value released, loans taken and loan repayments made.
Annual Surrender Beg Year: The amount of dividends used and/or Paid-Up Additions surrendered. These values are based on the illustrated dividend schedule and are not guaranteed.
Basic Policy Cash Value End Year: The guaranteed cash value of the base policy as of the end of the policy year. This does not include the cash value from Paid-Up Additions (PUA) or any other policy riders.
Cash Value of Additions End Year: The total cash value as of the end of the policy year of the Paid-Up Additions purchased by dividends earned on the base policy. These values are based on the illustrated dividend schedule and are not guaranteed.
Contract Premium Beg Year: The gross premium that is required to be paid at the beginning of the policy year for the benefits shown in this illustration.
Cumulative Contract Premium: The total of Contract Premium.
Cumulative Net Outlay: The total of Contract Premium adjusted for any dividends, Paid-up Additions surrendered, cash value released, loans taken or repaid or taxes due at the beginning of the year.
Guaranteed Cash Value End Year: The cash value which is guaranteed under this policy based upon the illustrated Contract Premium for Guaranteed Values as of the end of the policy year.
Guaranteed Death Benefit End Year: The amount of death benefit which is guaranteed to be payable for this policy at death based upon the illustrated Contract Premium for Guaranteed Values as of the end of the policy year.
Guaranteed Monthly Life Income Option End Year: If the policy is surrendered for its guaranteed cash value, the policyowner has the option to apply this value towards the purchase of a monthly life income annuity. The amount shown is the equal monthly payment that would be payable based upon the minimum life only income rates of the policy. This income amount assumes no loans have been taken. The 'Life Income' payment option is one of five payment options offered under this policy.
Guaranteed Paid-Up Insurance End Year: The amount of fully paid-up insurance which could be purchased if the policy were converted to a fully paid-up policy. These values are based on the guaranteed cash value, assuming no loans have been taken.
Internal Rate of Return (\%) End Year: The Internal Rate of Return (IRR) is the rate at which the out of pocket payments would be accumulated at each and every year to equal the policy value in this policy year.
Monthly Life Income Option End Year: If the policy is surrendered for its total cash value, the policyowner has the option to apply this value towards the purchase of a monthly life income annuity. The amount shown is the equal monthly payment that would be payable based upon the minimum life only income rates of the policy. The 'Life Income' payment option is one of five payment options offered under this policy.
Net Cash Value End Year: The cash value as of the end of the policy year reduced by outstanding loans and loan interest. These values are based on the illustrated dividend schedule and are not guaranteed.
Net Death Benefit End Year: The death benefit of the policy as of the end of the policy year reduced by outstanding loans and loan interest. These values are based on the illustrated dividend schedule and are not guaranteed.
Paid-Up Additions End Year: The additional paid-up insurance death benefit as of the end of the policy year purchased by dividends earned on the base policy. These values are based on the illustrated dividend schedule and are not guaranteed.
Total Cash Value End Year: The total cash value as of the end of the policy year including all guaranteed and non-guaranteed values. These values are based on the illustrated dividend schedule and are not guaranteed.

[^2]MEC Limit: \$12,318.44

## Narrative Summary

Total Cash Value of Additions End Year: The total cash value as of the end of the policy year of the Paid-Up Additions purchased by dividends. These values are based on the illustrated dividend schedule and are not guaranteed.
Total Death Benefit End Year: This is the amount that would be payable if death occurred at the end of the policy year. These values are based on the illustrated dividend schedule and are not guaranteed.
Total Outstanding Loan End Year: The loan principal as of the end of the policy year including any prior year capitalized loan interest.
Total Paid-Up Additions End Year: The death benefit at the end of the policy year of additional paid-up insurance purchased with dividends. These values are based on the illustrated dividend schedule and are not guaranteed.
Total Paid-Up Insurance End Year: The amount of fully paid-up insurance that could be purchased if the policy were converted to a fully paid-up policy as of the end of the policy year. These values are based on the illustrated dividend schedule and are not guaranteed.
Year: The number of years the policy is assumed to have been in force at the end of the policy year.
Premium Payment Options: Changing the premium payment mode may increase the overall cost of the policy. You may pay premiums once a year (annually), twice a year (semi-annually), four times a year (quarterly) or twelve times a year (monthly). You may pay premiums twelve times a year (monthly) only by pre-authorized electronic transfer. If you pay annual premiums by installments, there will be an additional charge. The additional charge is shown in dollars and as annual percentage rates in the table below.

| Premium <br> Frequency | Premium <br> Payment <br> (Including <br> Installment <br> Payment <br> Charge) | Number of <br> Payments Per <br> Year | Total <br> Premium Per <br> Year | Additional <br> Charge <br> (In Dollars) | Additional <br> Charge <br> (As the Annual <br> Percentage Rate <br> or APR) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Annual | $\$ 12,000.00$ | 1 | $\$ 12,000.00$ | $\$ 0.00$ | - |
| Semi-Annual | $\$ 6,140.40$ | 2 | $\$ 12,280.80$ | $\$ 280.80$ | $9.6 \%$ |
| Quarterly | $\$ 3,106.80$ | 4 | $\$ 12,427.20$ | $\$ 427.20$ | $9.5 \%$ |
| Monthly | $\$ 1,044.00$ | 12 | $\$ 12,528.00$ | $\$ 528.00$ | $9.5 \%$ |

Consider Additional Coverage: In some cases, the cost per unit of the Whole Life Legacy 10 Pay policy may be lower with a higher Base Policy Face Amount. You should consult with your agent about whether applying for more coverage is appropriate. Additional underwriting requirements may apply to larger face amounts, and premiums may be higher.

[^3]MEC Limit: \$12,318.44

## Numeric Summary and Signature Page

## Dividends are not guaranteed and are subject to significant fluctuations over the lifetime of the policy. Changes in dividends will change all Non-Guaranteed values shown in this illustration.

To help you understand how changes in non-guaranteed dividends may affect your future policy values, this Numeric Summary and Signature Page shows how your policy would perform based on each of the following dividend scenarios:

1) Guaranteed: The guaranteed policy values, i.e., zero dividends.
2) Non-Guaranteed Midpoint: $50 \%$ of the Company's currently illustrated dividend.
3) Non-Guaranteed Current: The Company's currently illustrated dividend.

|  | Contract Premium | Guaranteed Values |  | Non-Guaranteed Values |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Midpoint Assumptions |  | Current Assumptions |  |
|  |  | Total Cash Value | Death Benefit | Total Cash Value | Death <br> Benefit | Total Cash Value | Death <br> Benefit |
| Year 5 | 12,000 | 44,772 | 1,024,765 | 46,728 | 1,046,474 | 48,736 | 1,068,753 |
| Year 10 | 12,000 | 110,664 | 1,024,765 | 120,524 | 1,116,065 | 131,114 | 1,214,134 |
| Year 20 | 0 | 153,848 | 1,024,765 | 191,973 | 1,278,712 | 238,197 | 1,586,602 |
| Age 70 | 0 | 632,096 | 1,024,765 | 1,505,076 | 2,440,057 | 3,461,326 | 5,611,567 |

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to significant fluctuations and could be either higher or lower. The agent has told me they are not guaranteed. I understand that this illustration is not a contract. I also understand that any policy changes reflected in this illustration are not automatic, but must be submitted in writing to the Home Office. The terms of the policy constitute the actual agreement of coverage. I further understand I have the right to request a hypothetical lower schedule illustration to see the potential impact of a lower dividend interest rate on my policy values. I have read and understand the IMPORTANT TAX INFORMATION section in the Narrative Summary.

## Applicant (At time of application)

## Date

Owner (At time of delivery)
I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with this illustration.

## Agent

Date

## Tabular Values

|  |  |  |  |  |  |  | on-Guarant | alues* |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Age <br> End <br> Year | Contract <br> Premium Beg Year | Guaranteed Cash Value End Year | Guaranteed Death Benefit End Year | Annual Dividend End Year | Cash <br> Value of Additions End Year |  | Paid-Up <br> Additions <br> End Year |  | Total <br> Paid-Up <br> Insurance <br> End Year |
| 1 | 6 | 12,000 | 3,915 | 1,024,765 | 0 | 0 | 3,915 | 0 | 1,024,765 | 50,322 |
| 2 | 7 | 12,000 | 10,760 | 1,024,765 | 379 | 379 | 11,139 | 4,698 | 1,029,463 | 138,032 |
| 3 | 8 | 12,000 | 21,664 | 1,024,765 | 748 | 1,141 | 22,805 | 13,629 | 1,038,394 | 272,391 |
| 4 | 9 | 12,000 | 32,997 | 1,024,765 | 1,136 | 2,320 | 35,318 | 26,713 | 1,051,478 | 406,605 |
| 5 | 10 | 12,000 | 44,772 | 1,024,765 | 1,557 | 3,964 | 48,736 | 43,988 | 1,068,753 | 540,791 |
|  |  |  |  |  |  |  |  |  |  |  |
| 6 | 11 | 12,000 | 57,028 | 1,024,765 | 1,959 | 6,072 | 63,100 | 64,934 | 1,089,699 | 674,795 |
| 7 | 12 | 12,000 | 69,746 | 1,024,765 | 2,426 | 8,724 | 78,470 | 89,942 | 1,114,707 | 808,967 |
| 8 | 13 | 12,000 | 82,914 | 1,024,765 | 2,938 | 11,985 | 94,898 | 119,155 | 1,143,920 | 943,511 |
| 9 | 14 | 12,000 | 96,553 | 1,024,765 | 3,467 | 15,889 | 112,442 | 152,408 | 1,177,173 | 1,078,579 |
| 10 | 15 | 12,000 | 110,664 | 1,024,765 | 3,991 | 20,450 | 131,114 | 189,369 | 1,214,134 | 1,214,133 |
|  |  |  |  |  |  |  |  |  |  |  |
| 11 | 16 | 0 | 114,517 | 1,024,765 | 3,750 | 24,912 | 139,430 | 222,930 | 1,247,695 | 1,247,695 |
| 12 | 17 | 0 | 118,422 | 1,024,765 | 3,972 | 29,734 | 148,156 | 257,301 | 1,282,066 | 1,282,066 |
| 13 | 18 | 0 | 122,347 | 1,024,765 | 4,280 | 34,999 | 157,345 | 293,147 | 1,317,912 | 1,317,912 |
| 14 | 19 | 0 | 126,384 | 1,024,765 | 4,485 | 40,639 | 167,023 | 329,516 | 1,354,281 | 1,354,281 |
| 15 | 20 | 0 | 130,545 | 1,024,765 | 4,693 | 46,670 | 177,215 | 366,356 | 1,391,121 | 1,391,121 |
|  |  |  |  |  |  |  |  |  |  |  |
| 16 | 21 | 0 | 134,849 | 1,024,765 | 4,934 | 53,143 | 187,992 | 403,852 | 1,428,617 | 1,428,617 |
| 17 | 22 | 0 | 139,337 | 1,024,765 | 5,164 | 60,076 | 199,413 | 441,829 | 1,466,594 | 1,466,594 |
| 18 | 23 | 0 | 143,990 | 1,024,765 | 5,465 | 67,547 | 211,536 | 480,726 | 1,505,491 | 1,505,491 |
| 19 | 24 | 0 | 148,827 | 1,024,765 | 5,798 | 75,613 | 224,440 | 520,645 | 1,545,410 | 1,545,410 |
| 20 | 25 | 0 | 153,848 | 1,024,765 | 6,184 | 84,349 | 238,197 | 561,837 | 1,586,602 | 1,586,602 |


| 25 | 30 | 0 | 181,804 | 1,024,765 | 8,522 | 140,040 | 321,844 | 789,359 | 1,814,124 | 1,814,124 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Current Premiums |  |  |  |  |  |  |
| $\frac{\text { Coverage }}{\text { Base Policy Insurance }}$ |  |  |  | Face Amount |  | Annually | Semi-Annually |  | Quarterly | Monthly |
|  |  |  |  | 1,024,765 |  | 12,000.00 | 6,140.40 |  | 3,106.80 | 1,044.00 |

*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 2016 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.

Refer to the Narrative Summary for assumptions, explanations and additional information.
Prepared for: Valued Client (Male, 5, Juvenile)
Presented by: Valued Broker
MEC Limit: $\$ 12,318.44$
Prepared on: April 1, 2016

## Tabular Values


*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 2016 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.

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# Supplemental Values 

|  |  | Non-Guaranteed Values* |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Age <br> End <br> Year | Annual <br> Outlay Beg Year | Annual <br> Loan <br> Beg Year | Annual Surrender Beg Year | $\begin{array}{r} \text { Annual } \\ \text { Net } \\ \text { Outlay } \\ \text { Beg Year } \\ \hline \end{array}$ | Annual Dividend End Year | $\begin{array}{r} \text { Basic } \\ \text { Policy } \\ \text { Cash Value } \\ \text { End Year } \end{array}$ | Total Cash Value of Additions End Year | $\begin{array}{r} \text { Total } \\ \text { Outstanding } \\ \text { Loan } \\ \text { End Year } \end{array}$ | $\begin{array}{r} \text { Net } \\ \text { Cash } \\ \text { Value } \\ \text { End Year } \end{array}$ | Total <br> Paid-Up <br> Additions <br> End Year | $\begin{array}{r} \text { Net } \\ \text { Death } \\ \text { Benefit } \\ \text { End Year } \end{array}$ |
| 1 | 6 | 12,000 | 0 | 0 | 12,000 | 0 | 3,915 | 0 | 0 | 3,915 | 0 | 1,024,765 |
| 2 | 7 | 12,000 | 0 | 0 | 12,000 | 379 | 10,760 | 379 | 0 | 11,139 | 4,698 | 1,029,463 |
| 3 | 8 | 12,000 | 0 | 0 | 12,000 | 748 | 21,664 | 1,141 | 0 | 22,805 | 13,629 | 1,038,394 |
| 4 | 9 | 12,000 | 0 | 0 | 12,000 | 1,136 | 32,997 | 2,320 | 0 | 35,318 | 26,713 | 1,051,478 |
| 5 | 10 | 12,000 | 0 | 0 | 12,000 | 1,557 | 44,772 | 3,964 | 0 | 48,736 | 43,988 | 1,068,753 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 | 11 | 12,000 | 0 | 0 | 12,000 | 1,959 | 57,028 | 6,072 | 0 | 63,100 | 64,934 | 1,089,699 |
| 7 | 12 | 12,000 | 0 | 0 | 12,000 | 2,426 | 69,746 | 8,724 | 0 | 78,470 | 89,942 | 1,114,707 |
| 8 | 13 | 12,000 | 0 | 0 | 12,000 | 2,938 | 82,914 | 11,985 | 0 | 94,898 | 119,155 | 1,143,920 |
| 9 | 14 | 12,000 | 0 | 0 | 12,000 | 3,467 | 96,553 | 15,889 | 0 | 112,442 | 152,408 | 1,177,173 |
| 10 | 15 | 12,000 | 0 | 0 | 12,000 | 3,991 | 110,664 | 20,450 | 0 | 131,114 | 189,369 | 1,214,134 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11 | 16 | 0 | 0 | 0 | 0 | 3,750 | 114,517 | 24,912 | 0 | 139,430 | 222,930 | 1,247,695 |
| 12 | 17 | 0 | 0 | 0 | 0 | 3,972 | 118,422 | 29,734 | 0 | 148,156 | 257,301 | 1,282,066 |
| 13 | 18 | 0 | 0 | 0 | 0 | 4,280 | 122,347 | 34,999 | 0 | 157,345 | 293,147 | 1,317,912 |
| 14 | 19 | 0 | 0 | 0 | 0 | 4,485 | 126,384 | 40,639 | 0 | 167,023 | 329,516 | 1,354,281 |
| 15 | 20 | 0 | 0 | 0 | 0 | 4,693 | 130,545 | 46,670 | 0 | 177,215 | 366,356 | 1,391,121 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 16 | 21 | 0 | 0 | 0 | 0 | 4,934 | 134,849 | 53,143 | 0 | 187,992 | 403,852 | 1,428,617 |
| 17 | 22 | 0 | 0 | 0 | 0 | 5,164 | 139,337 | 60,076 | 0 | 199,413 | 441,829 | 1,466,594 |
| 18 | 23 | -18,500 | 0 | 18,500 | -18,500 | 5,007 | 143,990 | 47,971 | 0 | 191,960 | 341,403 | 1,366,168 |
| 19 | 24 | -18,500 | 0 | 18,500 | -18,500 | 4,852 | 148,827 | 35,312 | 0 | 184,139 | 243,147 | 1,267,912 |
| 20 | 25 | -18,500 | 0 | 18,500 | -18,500 | 4,706 | 153,848 | 22,086 | 0 | 175,934 | 147,111 | 1,171,876 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 21 | 26 | -18,500 | 0 | 18,500 | -18,500 | 4,539 | 159,054 | 8,246 | 0 | 167,300 | 53,127 | 1,077,892 |
| 22 | 27 | -18,500 | 10,254 | 8,246 | -18,500 | 4,653 | 164,434 | 4,653 | 10,254 | 158,320 | 28,996 | 1,042,994 |
| 23 | 28 | -18,500 | 14,360 | 4,653 | -18,500 | 4,858 | 169,978 | 4,858 | 24,614 | 148,991 | 29,286 | 1,028,206 |
| 24 | 29 | -18,500 | 14,873 | 4,858 | -18,500 | 5,042 | 175,768 | 5,042 | 39,487 | 139,348 | 29,397 | 1,012,700 |
| 25 | 30 | -18,500 | 15,432 | 5,042 | -18,500 | 5,186 | 181,804 | 5,186 | 54,919 | 129,324 | 29,229 | 996,329 |
|  |  |  |  |  |  |  |  | Curr | nt Premiums |  |  |  |
| Cover |  |  |  | Face | mount |  | nually | Semi-Annu | ally | Quarterly |  | Monthly |
| Base | olicy In |  |  |  | ,24,765 |  | 00.00 | 6,14 |  | 3,106.80 |  | 1,044.00 |

*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 $\mathbf{2 0 1 6}$ 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.

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# Supplemental Values 

|  | Non-Guaranteed Values* |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Age <br> End <br> Year | Annual <br> Outlay <br> Beg Year | Annual Loan Beg Year | Annual <br> Surrender Beg Year | Annual Net Outlay Beg Year | Annual Dividend End Year | Basic <br> Policy <br> Cash Value End Year | Total Cash Value of Additions End Year | Total Outstanding Loan End Year | Net Cash Value End Year | Total <br> Paid-Up <br> Additions <br> End Year | Net <br> Death Benefit End Year |
| 26 | 31 | -18,500 | 16,060 | 5,186 | -18,500 | 5,350 | 188,096 | 5,350 | 70,980 | 118,916 | 29,145 | 979,381 |
| 27 | 32 | -18,500 | 16,699 | 5,350 | -18,500 | 5,513 | 194,664 | 5,513 | 87,679 | 108,114 | 29,024 | 961,726 |
| 28 | 33 | -18,500 | 17,370 | 5,513 | -18,500 | 5,698 | 201,489 | 5,698 | 105,050 | 96,885 | 28,979 | 943,442 |
| 29 | 34 | -18,500 | 18,055 | 5,698 | -18,500 | 5,882 | 208,591 | 5,882 | 123,104 | 85,214 | 28,899 | 924,404 |
| 30 | 35 | -18,500 | 23,200 | 1,455 | -18,500 | 6,201 | 215,959 | 10,784 | 146,304 | 73,124 | 51,173 | 922,319 |
| 31 | 36 | -18,500 | 25,815 | 0 | -18,500 | 6,578 | 223,604 | 17,744 | 172,120 | 60,622 | 81,319 | 925,359 |
| 32 | 37 | -18,500 | 27,106 | 0 | -18,500 | 7,001 | 231,505 | 25,372 | 199,226 | 47,690 | 112,311 | 927,890 |
| 33 | 38 | -18,500 | 28,461 | 0 | -18,500 | 7,419 | 239,682 | 33,687 | 227,687 | 34,298 | 144,030 | 929,724 |
| 34 | 39 | 0 | 11,384 | 0 | 0 | 7,890 | 248,126 | 42,764 | 239,071 | 39,865 | 176,616 | 950,356 |
| 35 | 40 | 0 | 11,954 | 0 | 0 | 8,416 | 256,837 | 52,681 | 251,025 | 45,942 | 210,193 | 971,382 |
| 36 | 41 | 0 | 12,551 | 0 | 0 | 8,941 | 265,824 | 63,466 | 263,576 | 52,535 | 244,663 | 992,673 |
| 37 | 42 | 0 | 13,179 | 0 | 0 | 9,525 | 275,078 | 75,200 | 276,755 | 59,685 | 280,146 | 1,014,319 |
| 38 | 43 | 0 | 13,838 | 0 | 0 | 10,158 | 284,587 | 87,957 | 290,593 | 67,422 | 316,722 | 1,036,365 |
| 39 | 44 | 0 | 14,530 | 0 | 0 | 10,844 | 294,364 | 101,822 | 305,122 | 75,808 | 354,473 | 1,058,860 |
| 40 | 45 | 0 | 15,256 | 0 | 0 | 11,587 | 304,365 | 116,869 | 320,378 | 84,837 | 393,485 | 1,081,853 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 41 | 46 | 0 | 16,019 | 0 | 0 | 12,395 | 314,603 | 133,194 | 336,397 | 94,580 | 433,858 | 1,105,406 |
| 42 | 47 | 0 | 16,820 | 0 | 0 | 13,195 | 325,096 | 150,833 | 353,217 | 105,051 | 475,453 | 1,129,340 |
| 43 | 48 | 0 | 17,661 | 0 | 0 | 14,094 | 335,856 | 169,919 | 370,878 | 116,354 | 518,458 | 1,153,801 |
| 44 | 49 | 0 | 18,544 | 0 | 0 | 14,894 | 346,965 | 190,433 | 389,422 | 128,505 | 562,447 | 1,178,319 |
| 45 | 50 | 0 | 19,471 | 0 | 0 | 15,755 | 358,422 | 212,476 | 408,893 | 141,561 | 607,492 | 1,202,919 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 46 | 51 | 0 | 20,445 | 0 | 0 | 16,718 | 370,227 | 236,193 | 429,338 | 155,615 | 653,767 | 1,227,727 |
| 47 | 52 | 0 | 21,467 | 0 | 0 | 17,783 | 382,340 | 261,703 | 450,805 | 170,698 | 701,429 | 1,252,849 |
| 48 | 53 | 0 | 22,540 | 0 | 0 | 18,987 | 394,729 | 289,170 | 473,345 | 186,888 | 750,722 | 1,278,475 |
| 49 | 54 | 0 | 23,667 | 0 | 0 | 20,283 | 407,375 | 318,718 | 497,012 | 204,230 | 801,745 | 1,304,648 |
| 50 | 55 | 0 | 24,851 | 0 | 0 | 21,791 | 420,236 | 350,571 | 521,863 | 222,851 | 854,884 | 1,331,693 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 51 | 56 | 0 | 26,093 | 0 | 0 | 23,415 | 433,260 | 384,852 | 547,956 | 242,758 | 910,266 | 1,359,678 |
| 52 | 57 | 0 | 27,398 | 0 | 0 | 25,139 | 446,480 | 421,733 | 575,353 | 264,091 | 967,965 | 1,388,609 |
| 53 | 58 | 0 | 28,768 | 0 | 0 | 26,966 | 459,863 | 461,341 | 604,121 | 286,877 | 1,028,057 | 1,418,495 |
| 54 | 59 | 0 | 30,206 | 0 | 0 | 28,677 | 473,534 | 503,732 | 634,327 | 311,223 | 1,090,118 | 1,448,839 |
| 55 | 60 | 0 | 31,716 | 0 | 0 | 30,515 | 487,460 | 549,062 | 666,044 | 337,176 | 1,154,267 | 1,479,686 |

*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 $\mathbf{2 0 1 6}$ 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.

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# Supplemental Values 

|  | Non-Guaranteed Values* |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Age <br> End <br> Year | Annual <br> Outlay <br> Beg Year | Annual Loan Beg Year | Annual <br> Surrender Beg Year | Annual Net Outlay Beg Year | Annual Dividend End Year | Basic <br> Policy <br> Cash Value End Year | Total Cash Value of Additions End Year | Total Outstanding Loan End Year | Net <br> Cash <br> Value <br> End Year | Total <br> Paid-Up <br> Additions <br> End Year | Net <br> Death Benefit End Year |
| 56 | 61 | 0 | 33,302 | 0 | 0 | 32,541 | 501,602 | 597,531 | 699,346 | 364,820 | 1,220,747 | 1,511,199 |
| 57 | 62 | 0 | 34,967 | 0 | 0 | 34,817 | 515,877 | 649,353 | 734,313 | 394,202 | 1,289,910 | 1,543,646 |
| 58 | 63 | 0 | 36,716 | 0 | 0 | 37,402 | 530,203 | 704,788 | 771,029 | 425,411 | 1,362,199 | 1,577,384 |
| 59 | 64 | 0 | 38,551 | 0 | 0 | 40,214 | 544,540 | 764,059 | 809,580 | 458,540 | 1,437,878 | 1,612,584 |
| 60 | 65 | -35,000 | 75,479 | 0 | -35,000 | 43,090 | 558,917 | 827,323 | 885,059 | 456,928 | 1,516,883 | 1,612,336 |
| 61 | 66 | -35,000 | 79,253 | 0 | -35,000 | 46,102 | 573,325 | 894,752 | 964,312 | 455,550 | 1,599,286 | 1,611,523 |
| 62 | 67 | -35,000 | 83,216 | 0 | -35,000 | 49,109 | 587,805 | 966,459 | 1,047,528 | 454,360 | 1,684,900 | 1,609,761 |
| 63 | 68 | -35,000 | 87,376 | 0 | -35,000 | 52,122 | 602,429 | 1,042,624 | 1,134,904 | 453,403 | 1,773,562 | 1,606,678 |
| 64 | 69 | -35,000 | 91,745 | 0 | -35,000 | 55,296 | 617,175 | 1,123,442 | 1,226,649 | 452,635 | 1,865,376 | 1,602,159 |
| 65 | 70 | -35,000 | 96,332 | 0 | -35,000 | 58,426 | 632,096 | 1,209,027 | 1,322,982 | 451,992 | 1,960,097 | 1,595,731 |
| 66 | 71 | -35,000 | 101,149 | 0 | -35,000 | 61,664 | 647,129 | 1,299,445 | 1,424,131 | 451,237 | 2,057,745 | 1,587,172 |
| 67 | 72 | -35,000 | 106,207 | 0 | -35,000 | 65,051 | 662,234 | 1,394,827 | 1,530,337 | 450,207 | 2,158,406 | 1,576,317 |
| 68 | 73 | -35,000 | 111,517 | 0 | -35,000 | 69,099 | 677,195 | 1,495,438 | 1,641,854 | 448,687 | 2,262,970 | 1,563,788 |
| 69 | 74 | -35,000 | 117,093 | 0 | -35,000 | 73,144 | 692,065 | 1,601,418 | 1,758,947 | 446,589 | 2,371,277 | 1,549,148 |
| 70 | 75 | -35,000 | 122,947 | 0 | -35,000 | 77,144 | 706,862 | 1,712,803 | 1,881,894 | 443,677 | 2,483,115 | 1,531,891 |
| 71 | 76 | -35,000 | 129,095 | 0 | -35,000 | 81,216 | 721,578 | 1,829,676 | 2,010,989 | 439,716 | 2,598,455 | 1,511,682 |
| 72 | 77 | -35,000 | 135,549 | 0 | -35,000 | 85,337 | 736,201 | 1,952,093 | 2,146,539 | 434,429 | 2,717,241 | 1,488,141 |
| 73 | 78 | -35,000 | 142,327 | 0 | -35,000 | 89,802 | 750,661 | 2,080,236 | 2,288,865 | 427,588 | 2,839,835 | 1,461,292 |
| 74 | 79 | -35,000 | 149,443 | 0 | -35,000 | 94,616 | 764,833 | 2,214,127 | 2,438,309 | 418,737 | 2,966,607 | 1,431,148 |
| 75 | 80 | -35,000 | 156,915 | 0 | -35,000 | 99,812 | 778,616 | 2,353,841 | 2,595,224 | 407,472 | 3,097,974 | 1,397,754 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 76 | 81 | 0 | 129,761 | 0 | 0 | 105,123 | 792,010 | 2,499,455 | 2,724,985 | 430,230 | 3,233,991 | 1,397,521 |
| 77 | 82 | 0 | 136,249 | 0 | 0 | 111,498 | 804,912 | 2,651,668 | 2,861,235 | 452,284 | 3,375,943 | 1,396,412 |
| 78 | 83 | 0 | 143,062 | 0 | 0 | 117,706 | 817,404 | 2,810,527 | 3,004,296 | 473,420 | 3,523,509 | 1,393,763 |
| 79 | 84 | 0 | 150,215 | 0 | 0 | 124,078 | 829,496 | 2,976,182 | 3,154,511 | 493,442 | 3,676,796 | 1,389,324 |
| 80 | 85 | 0 | 157,726 | 0 | 0 | 130,657 | 841,178 | 3,148,755 | 3,312,237 | 512,085 | 3,835,969 | 1,382,885 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 81 | 86 | 0 | 165,612 | 0 | 0 | 137,220 | 852,359 | 3,327,825 | 3,477,849 | 528,443 | 4,000,944 | 1,373,968 |
| 82 | 87 | 0 | 173,892 | 0 | 0 | 144,048 | 862,965 | 3,513,283 | 3,651,741 | 541,920 | 4,172,000 | 1,362,437 |
| 83 | 88 | 0 | 182,587 | 0 | 0 | 150,871 | 872,977 | 3,704,915 | 3,834,328 | 551,847 | 4,349,104 | 1,347,825 |
| 84 | 89 | 0 | 191,716 | 0 | 0 | 157,456 | 882,394 | 3,902,339 | 4,026,044 | 557,387 | 4,531,965 | 1,329,383 |
| 85 | 90 | 0 | 201,302 | 0 | 0 | 163,573 | 891,238 | 4,105,023 | 4,227,347 | 557,547 | 4,720,044 | 1,306,095 |

*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 2016 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
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# Supplemental Values 


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Presented by: Valued Broker
MEC Limit: $\$ 12,318.44$
Prepared on: April 1, 2016
Version: MMD Web2016-04-01(NY)

## Insured

| First Name | Valued |
| :--- | ---: |
| Last Name | Client |
| Sex | Male |
| Issue Age | 5 |
| Retirement Age | 80 |
| Life Expectancy | To Specified Age |
| Specified Age | 85 |
| Class | Non-Tobacco |
| Table Rating | None |
| Tax Bracket Percent | 1 to $116-28$ |
| Contract State | New York |

## Design

| Design | Base |
| :--- | ---: |
| Premium Mode | Annual |
| Known | Initial Premium |
| Initial Modal Premium Amount | 1 to $116-12,000$ |
| Dividend Option | 1 to $116-$ Paid-Up Additions |
| Loan Rate | Adjustable |
| Illustrate APO | N |
| Illustrate Flexible Outlay | N |
| Single Payment Program [SPP] | N |
| 1035 Exchange | N |

Options

| Product Type | Non-Qualified |
| :--- | ---: |
| Dividend Rate | Current |
| Policy Owner | Individual |
| Print to Age/Year/Max | Policy Year |
| Year | 20 |

Riders

| Waiver of Premium [WP] | N |
| :--- | :---: |
| Renewable Term Rider [RTR] | N |
| Guaranteed Insurability Rider [GIR] | N |
| Additional Life Ins. Rider [ALIR] - Scheduled | N |
| Additional Life Ins. Rider [ALIR] - Unscheduled | N |

Disbursements
Disbursements
Disbursement Option
Disbursements

Client Input Summary

## Disbursements

Loan Interest Option Borrow from Policy

Repay Loans

## Reports

New Business Report N
Short Form ..... N
Outlay ..... N
Cash Value Increase ..... N
Monthly Life Income Option / Paid-Up Insurance ..... N
Internal Rate of Return on Cash Value ..... N
Internal Rate of Return on Death Benefit ..... N
MassMutual Dividends ..... N
Revised Illustration ..... N
Convert Basic Illustration ..... N
'Wealth In Motion®' ..... N
The Value of Whole Life Insurance ..... Y

## Agent Info

| Agent First Name | Valued |
| :--- | ---: |
| Agent Last Name | Broker |
| Agent Company | Mass Mutual Brokerage |
| Agent Address1 | 6800 Jericho Turnpike |
| Agent Address2 | Suite 202 W |
| Agent City | Syosset |
| Agent State | New York |
| Agent Zip Code | 11791 |
| MMLISI Registered | Y |
| Bank Sale | N |

## Concept


[^0]:    ${ }^{1}$ Riders are available at an additional cost or may have fees when exercised. Certain conditions will apply to each rider.
    ${ }^{2}$ Distributions under a 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.
    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.

[^1]:    Prepared for: Valued Client (Male, 5, Juvenile)
    Presented by: Valued Broker
    Prepared on: April 1, 2016

[^2]:    Prepared for: Valued Client (Male, 5, Juvenile)
    Presented by: Valued Broker
    Prepared on: April 1, 2016

[^3]:    Prepared for: Valued Client (Male, 5, Juvenile)
    Presented by: Valued Broker
    Prepared on: April 1, 2016

