



# The Value of Whole Life Insurance

## A life insurance illustration summary

**Prepared for:** Valued Client

**Prepared by:** Michael Fliegelman, CLU, ChFC, AEP RFC  
Strategic Wealth Advisors Network, LLC  
6800 Jericho Turnpike  
Suite 202 West  
Syosset, NY 11791  
(516) 682-3339

**Date:** March 31, 2016

The information provided is not written or intended as specific tax or legal advice and may not be relied on for purposes of avoiding any federal tax penalties. MassMutual, its 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.

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<sup>1</sup> 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<sup>2</sup>** – Policyowners may be able to access their cash value on a tax-advantaged basis through policy loans and partial surrenders.

The following is an illustration summary of a Whole Life Legacy 20 Pay (Legacy 20) policy with a \$1,000,000 Base Policy Face Amount on a Male, age 40.

This illustration includes the following optional riders:<sup>1</sup>

- Waiver of Premium Rider (WP)

The total initial premium, including any riders, is \$22,400.00.

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.

---

<sup>1</sup> Riders are available at an additional cost or may have fees when exercised. Certain conditions will apply to each rider.

<sup>2</sup> 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.

# 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 40** the policy provides \$1,000,000 of life insurance to help protect your family or business.

At **age 53** the Net Death Benefit is \$1,142,324 and the Net Cash Value is \$320,812.

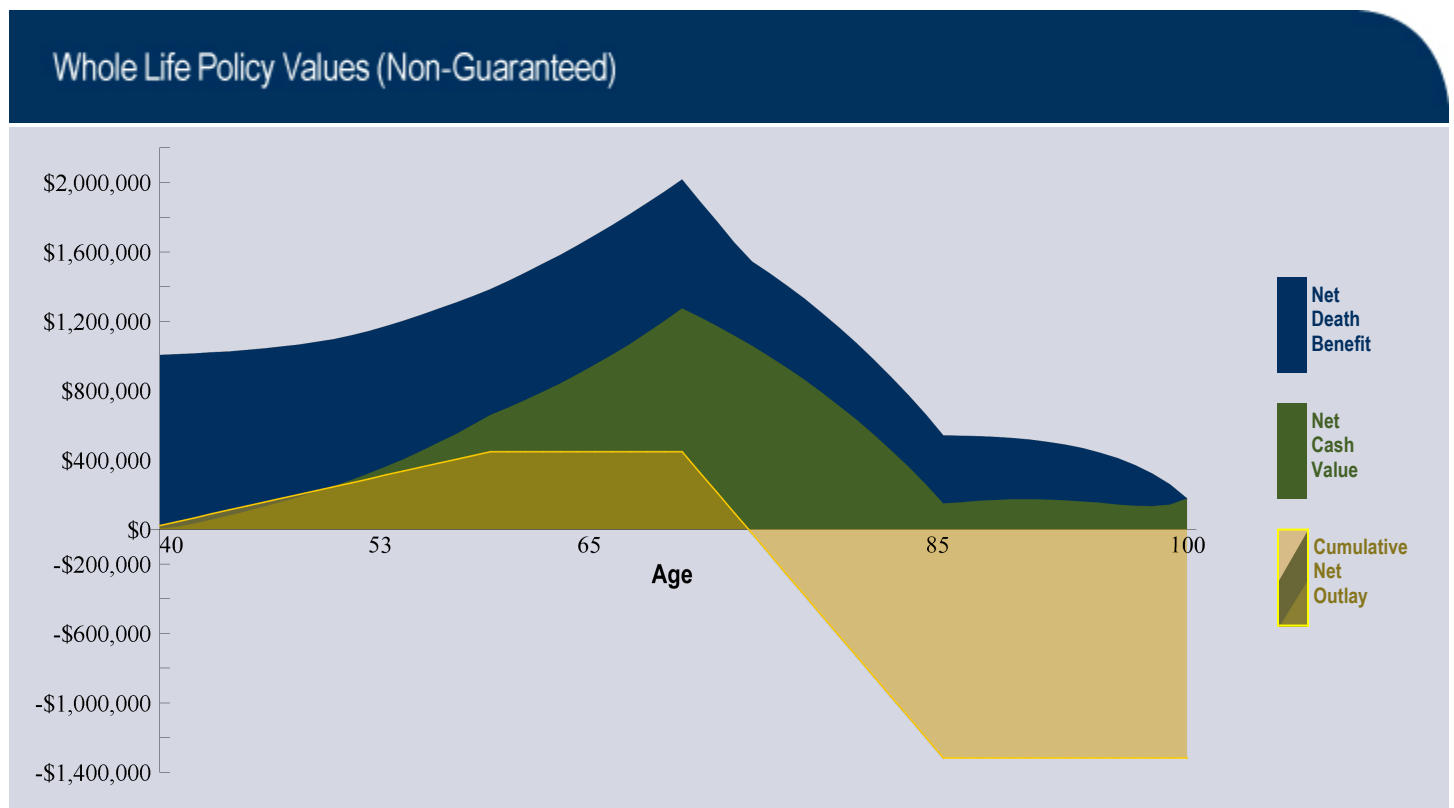
The cash value may be a source of funds to help you address life's opportunities and challenges.<sup>2</sup>

At **age 65** the Net Death Benefit is \$1,637,487 and the Net Cash Value is \$893,102.

The policy can provide additional financial security for your spouse or family, and may be an important part in your overall retirement strategy.<sup>2</sup>

At **age 85** the Net Death Benefit is \$660,098 and the Net Cash Value is \$255,922.

The cash value may be a source of funds to help pay medical expenses for you or your spouse<sup>2</sup> and the policy death benefit can help ensure a financial legacy for your family.



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 20 Basic Life Insurance Illustration dated 3/31/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements, assumptions, explanations and other important information.**

# Outlay and Benefit Summary (Guaranteed Values)

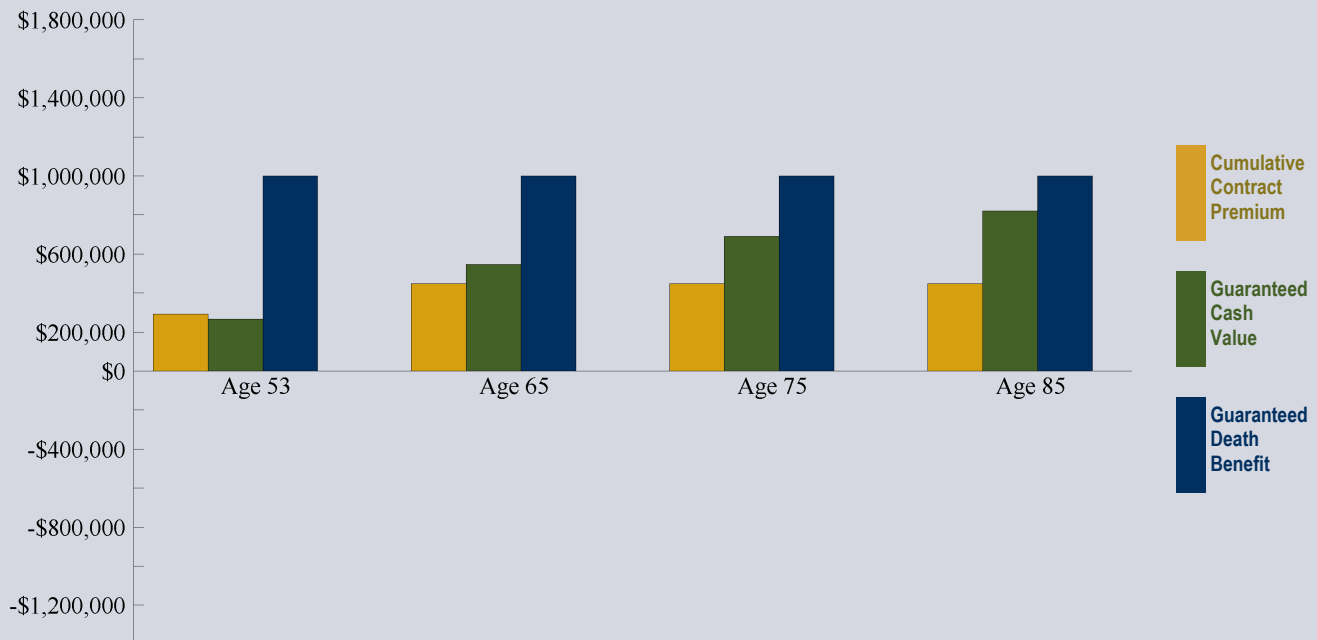
The following table and chart summarize the policy's guaranteed cumulative premiums, cash value and death benefit. These values assume that no dividends are paid.

## Policy Information

Policy Name:	Legacy 20
Gender/Issue Age:	Male, Age 40
Underwriting Class:	Ultra Preferred Non-Tobacco
Initial Death Benefit:	\$1,000,000
Initial Contract Premium:	\$22,400.00

## Guaranteed Values

Year	Age	Cumulative Contract Premium	Guaranteed Cash Value	Guaranteed Death Benefit	Guaranteed Paid-Up Insurance	Guaranteed Monthly Life Income Option <sup>3</sup>
13	53	\$291,200	\$265,990	\$1,000,000	\$690,542	\$1,101
25	65	\$448,000	\$545,410	\$1,000,000	\$1,000,000	\$2,934
35	75	\$448,000	\$689,780	\$1,000,000	\$1,000,000	\$5,118
45	85	\$448,000	\$820,850	\$1,000,000	\$1,000,000	\$9,308



This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life Legacy 20 Basic Life Insurance Illustration dated 3/31/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements, assumptions, explanations and other important information.

<sup>3</sup> 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.

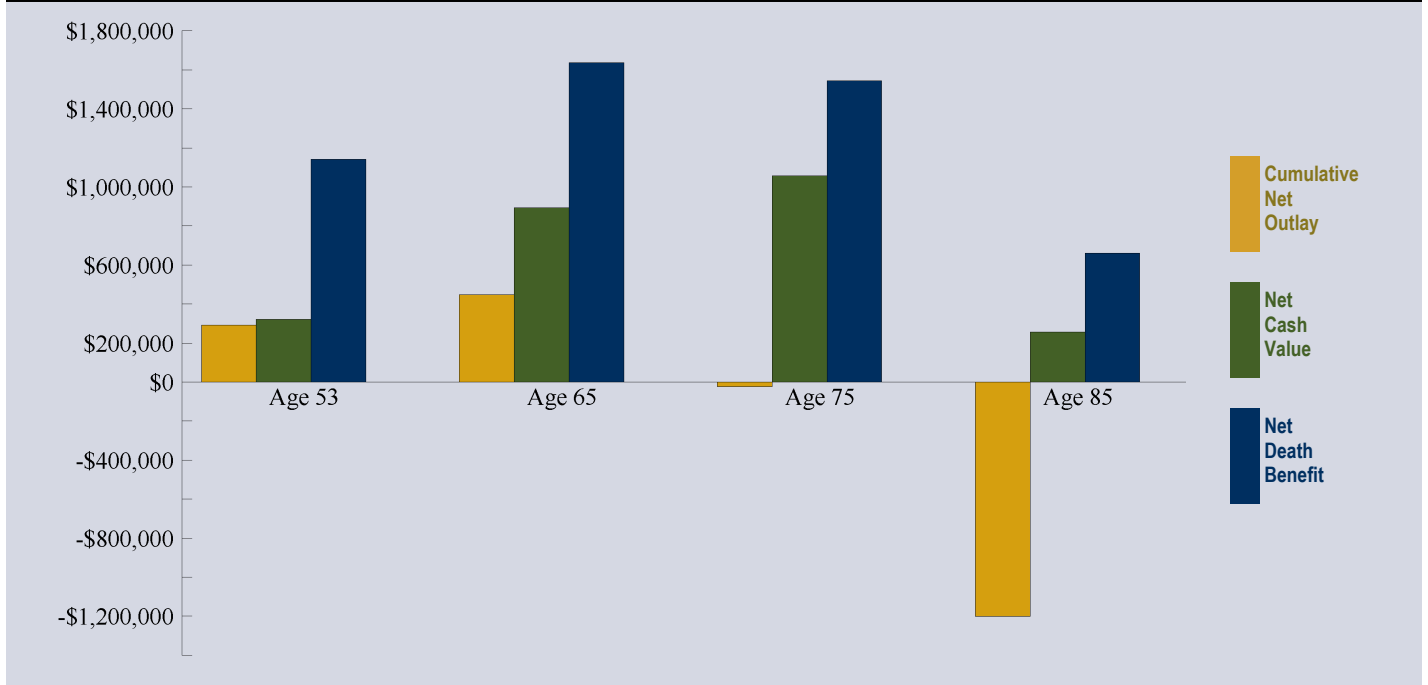
# Outlay and Benefit Summary (Non-Guaranteed Values)

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 20
Gender/Issue Age:	Male, Age 40
Underwriting Class:	Ultra Preferred Non-Tobacco
Initial Death Benefit:	\$1,000,000
Initial Contract Premium:	\$22,400.00
Initial Dividend Option:	Paid-Up Additions

## Non-Guaranteed Values

Year	Age	Cumulative Net Outlay	Net Cash Value	Internal Rate of Return (%)	Net Death Benefit	Internal Rate of Return (%)	Total Paid-Up Insurance	Monthly Life Income Option <sup>3</sup>
13	53	\$291,200	\$320,812	1.37%	\$1,142,324	18.30%	\$832,866	\$1,328
25	65	\$448,000	\$893,102	4.35%	\$1,637,487	8.04%	\$1,637,487	\$4,804
35	75	-\$23,308	\$1,057,889	4.94%	\$1,544,668	6.00%	\$1,544,668	\$7,849
45	85	-\$1,201,578	\$255,922	5.06%	\$660,098	5.54%	\$660,098	\$2,902



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 20 Basic Life Insurance Illustration dated 3/31/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements, assumptions, explanations and other important information.**

# MassMutual. We'll help you get there.®

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](http://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.

---



© 2013 Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001. All rights reserved. [www.massmutual.com](http://www.massmutual.com).  
MassMutual Financial Group is a marketing name for Massachusetts Mutual Life Insurance Company (MassMutual) and its affiliated companies and sales representatives.

CRN171122

# Whole Life Legacy 20 Pay Basic Life Insurance Illustration

**Prepared for:**

Valued Client  
Male, Age 40

**Presented by:**

Michael Fliegelman, CLU, ChFC, AEP RFC  
Strategic Wealth Advisors Network, LLC  
6800 Jericho Turnpike  
Suite 202 West  
Syosset, NY 11791  
Agent License Number: LA-626450  
Telephone Number: (516) 682-3339

March 31, 2016

**CRN: 178248**



**Massachusetts Mutual  
Life Insurance Company**

**We'll help you get there.®**

©2015 Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001. All rights reserved. [www.massmutual.com](http://www.massmutual.com).  
MassMutual Financial Group is a marketing name for Massachusetts Mutual Life Insurance Company (MassMutual) and its affiliated companies and sales representatives.

## Narrative Summary

**Whole Life Legacy 20 Pay** is a permanent life insurance policy providing a guaranteed face amount. Premiums are payable for 20 years. This illustration is neither a projection nor estimate of future benefits and assumes that the currently illustrated non-guaranteed 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 40  
Ultra Preferred Non-Tobacco

**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	Massachusetts Mutual Life Insurance Company
Policy	Limited Payment Whole Life with Premiums Payable for 20 Years
Generic Policy Name	Whole Life Policy
Policy Form Number	WL-NY-2007
MEC Status	No
Initial Base Dividend Option	Paid-Up Additions

### Initial Premium Information

Premium Payment Mode	Annual
Base Premium	\$22,060.00
Waiver of Premium (WP) Premium	\$340.00
Accelerated Death Benefit for Terminal Illness Rider	No Premium Charge
Transfer of Insured Rider	No Premium Charge
Total Initial Premium	<u>\$22,400.00</u>

### Initial Coverage Information

Base Policy Face Amount	\$1,000,000.00
Total Initial Death Benefit	<u>\$1,000,000.00</u>

**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 20 Pay?** Whole Life Legacy 20 Pay is a permanent life insurance policy providing a guaranteed face amount. Premiums are payable for 20 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 20 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 20 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 non-guaranteed 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.

**Waiver of Premium Rider (WP):** This rider provides for the waiving of policy premiums for certain periods and under certain circumstances, if the insured becomes totally disabled, as defined in the rider prior to age 60 and remains disabled for at least six months. Temporary waiver benefits also are available for total disability beginning after age 59, but prior to age 65. Premiums are payable to age 65 or the end of the premium paying period of the policy, if earlier.

Waiver of Premium may not be available for the total life insurance coverage illustrated if the coverage exceeds Company limits. This illustration assumes the limit has not been exceeded. Waiver of Premium coverage eligibility will be determined at time of underwriting.

### **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.

## Narrative Summary

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.

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	\$5.73	\$3.47
Life Insurance Net Payment Cost Index	\$20.05	\$17.18

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 March, 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.

## Narrative Summary

**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.

**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.

## Narrative Summary

**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.

**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 Frequency	Premium Payment (Including Installment Payment Charge)	Number of Payments Per Year	Total Premium Per Year	Additional Charge (In Dollars)	Additional Charge (As the Annual Percentage Rate or APR)
Annual	\$22,400.00	1	\$22,400.00	\$0.00	-
Semiannual	\$11,462.08	2	\$22,924.16	\$524.16	9.6%
Quarterly	\$5,799.36	4	\$23,197.44	\$797.44	9.5%
Monthly	\$1,948.80	12	\$23,385.60	\$985.60	9.5%

**Consider Additional Coverage:** In some cases, the cost per unit of the Whole Life Legacy 20 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.

## 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			
		Total Cash Value	Death Benefit	Midpoint Assumptions		Current Assumptions	
		Total Cash Value	Death Benefit	Total Cash Value	Death Benefit	Total Cash Value	Death Benefit
Year 5	22,400	71,690	1,000,000	75,409	1,012,520	79,326	1,025,709
Year 10	22,400	189,170	1,000,000	202,336	1,037,642	216,879	1,079,222
Year 20	22,400	475,680	1,000,000	558,710	1,174,551	658,849	1,385,067
Age 70	0	616,820	1,000,000	862,342	1,398,045	1,201,143	1,947,315

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

Year	Age End Year	Contract Premium Beg Year	Guaranteed Cash Value End Year	Guaranteed Death Benefit End Year	Non-Guaranteed Values*					
					Annual Dividend End Year	Cash Value of Additions End Year	Total Cash Value End Year	Paid-Up Additions End Year	Total Death Benefit End Year	Total Paid-Up Insurance End Year
1	41	22,400	4,670	1,000,000	1,130	1,130	5,800	4,356	1,004,356	22,359
2	42	22,400	9,740	1,000,000	1,243	2,412	12,152	8,985	1,008,985	45,270
3	43	22,400	29,740	1,000,000	1,380	3,875	33,615	13,954	1,013,954	121,044
4	44	22,400	50,390	1,000,000	1,583	5,591	55,981	19,465	1,019,465	194,887
5	45	22,400	71,690	1,000,000	1,854	7,636	79,326	25,709	1,025,709	267,081
6	46	22,400	93,650	1,000,000	2,157	10,050	103,700	32,735	1,032,735	337,783
7	47	22,400	116,320	1,000,000	2,840	13,225	129,545	41,686	1,041,686	408,348
8	48	22,400	139,720	1,000,000	3,567	17,230	156,950	52,571	1,052,571	478,884
9	49	22,400	164,010	1,000,000	4,226	22,025	186,035	65,051	1,065,051	549,456
10	50	22,400	189,170	1,000,000	4,956	27,709	216,879	79,222	1,079,222	620,078
11	51	22,400	213,940	1,000,000	6,356	34,978	248,918	96,816	1,096,816	688,988
12	52	22,400	239,560	1,000,000	7,835	43,957	283,517	117,815	1,117,815	759,894
13	53	22,400	265,990	1,000,000	9,441	54,822	320,812	142,324	1,142,324	832,866
14	54	22,400	293,270	1,000,000	11,160	67,738	361,008	170,396	1,170,396	908,126
15	55	22,400	321,370	1,000,000	13,015	82,891	404,261	202,135	1,202,135	985,811
16	56	22,400	350,290	1,000,000	14,115	99,576	449,866	235,521	1,235,521	1,064,040
17	57	22,400	380,100	1,000,000	15,222	117,836	497,936	270,459	1,270,459	1,142,868
18	58	22,400	410,840	1,000,000	16,464	137,833	548,673	307,148	1,307,148	1,222,668
19	59	22,400	442,690	1,000,000	17,647	159,577	602,267	345,337	1,345,337	1,303,353
20	60	22,400	475,680	1,000,000	18,899	183,169	658,849	385,067	1,385,067	1,385,067
25	65	0	545,410	1,000,000	30,034	347,692	893,102	637,487	1,637,487	1,637,487

Coverage	Face Amount	Current Premiums			
		Annually	Semi-Annually	Quarterly	Monthly
Base Policy Insurance	1,000,000	22,060.00	11,288.10	5,711.33	1,919.22
Waiver	1,000,000	340.00	173.98	88.03	29.58

\*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, 40, Ultra Preferred Non-Tobacco)  
Presented by: Michael Fliegelman, CLU, ChFC, AEP RFC  
Prepared on: March 31, 2016

MEC Limit: \$40,371.14  
Version: MMD Web2016-03-01(NY)

## Tabular Values

Age End Year	Age End Year	Contract Premium Beg Year	Guaranteed Cash Value End Year	Guaranteed Death Benefit End Year	Non-Guaranteed Values*					
					Annual Dividend End Year	Cash Value of Additions End Year	Total Cash Value End Year	Paid-Up Additions End Year	Total Death Benefit End Year	Total Paid-Up Insurance End Year
30	70	0	616,820	1,000,000	41,014	584,323	1,201,143	947,315	1,947,315	1,947,315
35	75	0	689,780	1,000,000	54,871	908,881	1,598,661	1,317,638	2,317,638	2,317,638
40	80	0	759,800	1,000,000	71,348	1,334,823	2,094,623	1,756,809	2,756,809	2,756,809
45	85	0	820,850	1,000,000	93,760	1,876,519	2,697,369	2,286,068	3,286,068	3,286,068
50	90	0	869,700	1,000,000	118,182	2,542,110	3,411,810	2,922,974	3,922,974	3,922,974
55	95	0	910,540	1,000,000	134,201	3,315,687	4,226,227	3,641,452	4,641,452	4,641,452
60	100	0	1,000,000	1,000,000	126,255	4,347,893	5,347,893	4,347,893	5,347,893	5,347,893
65	105	0	1,000,000	1,000,000	452,794	6,351,161	7,351,161	6,351,161	7,351,161	7,351,161
70	110	0	1,000,000	1,000,000	620,949	9,098,390	10,098,390	9,098,390	10,098,390	10,098,390
75	115	0	1,000,000	1,000,000	851,553	12,865,868	13,865,868	12,865,868	13,865,868	13,865,868
80	120	0	1,000,000	1,000,000	1,167,798	18,032,487	19,032,487	18,032,487	19,032,487	19,032,487
81	121	0	1,000,000	1,000,000	1,243,938	19,276,425	20,276,425	19,276,425	20,276,425	20,276,425

\*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, 40, Ultra Preferred Non-Tobacco)  
Presented by: Michael Fliegelman, CLU, ChFC, AEP RFC  
Prepared on: March 31, 2016

MEC Limit: \$40,371.14  
Version: MMD Web2016-03-01(NY)

## Supplemental Values

Non-Guaranteed Values*												
Year	Age End Year	Annual Outlay Beg Year	Annual Loan Beg Year	Annual Surrender Beg Year	Annual Net Outlay Beg Year	Annual Dividend End Year	Basic Policy Cash Value End Year	Total Cash Value of Additions End Year	Total Outstanding Loan End Year	Net Cash Value End Year	Total Paid-Up Additions End Year	Net Death Benefit End Year
1	41	22,400	0	0	22,400	1,130	4,670	1,130	0	5,800	4,356	1,004,356
2	42	22,400	0	0	22,400	1,243	9,740	2,412	0	12,152	8,985	1,008,985
3	43	22,400	0	0	22,400	1,380	29,740	3,875	0	33,615	13,954	1,013,954
4	44	22,400	0	0	22,400	1,583	50,390	5,591	0	55,981	19,465	1,019,465
5	45	22,400	0	0	22,400	1,854	71,690	7,636	0	79,326	25,709	1,025,709
6	46	22,400	0	0	22,400	2,157	93,650	10,050	0	103,700	32,735	1,032,735
7	47	22,400	0	0	22,400	2,840	116,320	13,225	0	129,545	41,686	1,041,686
8	48	22,400	0	0	22,400	3,567	139,720	17,230	0	156,950	52,571	1,052,571
9	49	22,400	0	0	22,400	4,226	164,010	22,025	0	186,035	65,051	1,065,051
10	50	22,400	0	0	22,400	4,956	189,170	27,709	0	216,879	79,222	1,079,222
11	51	22,400	0	0	22,400	6,356	213,940	34,978	0	248,918	96,816	1,096,816
12	52	22,400	0	0	22,400	7,835	239,560	43,957	0	283,517	117,815	1,117,815
13	53	22,400	0	0	22,400	9,441	265,990	54,822	0	320,812	142,324	1,142,324
14	54	22,400	0	0	22,400	11,160	293,270	67,738	0	361,008	170,396	1,170,396
15	55	22,400	0	0	22,400	13,015	321,370	82,891	0	404,261	202,135	1,202,135
16	56	22,400	0	0	22,400	14,115	350,290	99,576	0	449,866	235,521	1,235,521
17	57	22,400	0	0	22,400	15,222	380,100	117,836	0	497,936	270,459	1,270,459
18	58	22,400	0	0	22,400	16,464	410,840	137,833	0	548,673	307,148	1,307,148
19	59	22,400	0	0	22,400	17,647	442,690	159,577	0	602,267	345,337	1,345,337
20	60	22,400	0	0	22,400	18,899	475,680	183,169	0	658,849	385,067	1,385,067
21	61	0	0	0	0	22,583	489,480	211,066	0	700,546	431,204	1,431,204
22	62	0	0	0	0	24,214	503,410	241,286	0	744,696	479,304	1,479,304
23	63	0	0	0	0	26,058	517,390	274,045	0	791,435	529,669	1,529,669
24	64	0	0	0	0	28,032	531,380	309,487	0	840,867	582,421	1,582,421
25	65	0	0	0	0	30,034	545,410	347,692	0	893,102	637,487	1,637,487
Current Premiums												
Coverage	Face Amount	Annually	Semi-Annually	Quarterly	Monthly							
Base Policy Insurance	1,000,000	22,060.00	11,288.10	5,711.33	1,919.22							
Waiver	1,000,000	340.00	173.98	88.03	29.58							

\*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. This illustration is not valid unless accompanied by or preceded by a Basic Life Insurance Illustration dated 03/31/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 40, Ultra Preferred Non-Tobacco)  
Presented by: Michael Fliegelman, CLU, ChFC, AEP RFC  
Prepared on: March 31, 2016

MEC Limit: \$40,371.14  
Version: MMD Web2016-03-01(NY)



## Supplemental Values

Non-Guaranteed Values*												
Year	Age End Year	Annual Outlay Beg Year	Annual Loan Beg Year	Annual Surrender Beg Year	Annual Net Outlay Beg Year	Annual Dividend End Year	Basic Policy Cash Value End Year	Total Cash Value of Additions End Year	Total Outstanding Loan End Year	Net Cash Value End Year	Total Paid-Up Additions End Year	Net Death Benefit End Year
26	66	0	0	0	0	32,093	559,470	388,748	0	948,218	694,850	1,694,850
27	67	0	0	0	0	34,249	573,600	432,815	0	1,006,415	754,558	1,754,558
28	68	0	0	0	0	36,422	587,870	480,004	0	1,067,874	816,514	1,816,514
29	69	0	0	0	0	38,731	602,260	530,485	0	1,132,745	880,823	1,880,823
30	70	0	0	0	0	41,014	616,820	584,323	0	1,201,143	947,315	1,947,315
31	71	0	0	0	0	43,433	631,490	641,653	0	1,273,143	1,016,093	2,016,093
32	72	-117,827	0	117,827	-117,827	41,950	646,230	578,003	0	1,224,233	894,422	1,894,422
33	73	-117,827	0	117,827	-117,827	40,693	660,830	511,265	0	1,172,095	773,672	1,773,672
34	74	-117,827	0	117,827	-117,827	39,236	675,340	441,313	0	1,116,653	653,469	1,653,469
35	75	-117,827	23,308	94,519	-117,827	38,373	689,780	392,582	23,308	1,057,889	569,141	1,544,668
36	76	-117,827	118,992	0	-117,827	40,597	704,140	441,352	142,301	996,077	626,796	1,477,381
37	77	-117,827	124,942	0	-117,827	42,858	718,410	493,155	267,243	930,960	686,453	1,405,849
38	78	-117,827	131,189	0	-117,827	45,275	732,520	548,116	398,432	862,283	748,261	1,329,907
39	79	-117,827	137,749	0	-117,827	47,866	746,350	606,330	536,180	789,691	812,394	1,249,404
40	80	-117,827	144,636	0	-117,827	50,630	759,800	667,887	680,816	712,830	879,030	1,164,172
41	81	-117,827	151,868	0	-117,827	53,562	772,870	732,938	832,684	631,490	948,333	1,074,014
42	82	-117,827	159,461	0	-117,827	56,906	785,460	801,784	992,145	545,491	1,020,782	979,030
43	83	-117,827	167,434	0	-117,827	60,200	797,650	874,426	1,159,580	454,518	1,096,253	878,695
44	84	-117,827	175,806	0	-117,827	63,407	809,450	950,769	1,335,386	358,064	1,174,587	772,432
45	85	-117,827	184,596	0	-117,827	66,893	820,850	1,031,053	1,519,982	255,922	1,256,079	660,098
46	86	-117,827	193,826	0	-117,827	70,439	831,760	1,115,195	1,713,808	147,457	1,340,766	541,267
47	87	0	85,690	0	0	74,133	842,110	1,203,205	1,799,499	155,841	1,428,798	539,324
48	88	0	89,975	0	0	77,859	851,880	1,295,023	1,889,473	162,956	1,520,194	536,247
49	89	0	94,474	0	0	81,520	861,070	1,390,514	1,983,947	168,440	1,614,868	531,723
50	90	0	99,197	0	0	84,997	869,700	1,489,447	2,083,145	171,846	1,712,599	525,297
51	91	0	104,157	0	0	88,401	877,830	1,591,772	2,187,302	172,935	1,813,303	516,636
52	92	0	109,365	0	0	90,836	885,810	1,697,077	2,296,667	171,387	1,915,848	504,348
53	93	0	114,833	0	0	93,093	893,770	1,805,421	2,411,500	167,116	2,020,006	487,931
54	94	0	120,575	0	0	95,213	901,920	1,917,097	2,532,075	160,338	2,125,573	466,894
55	95	0	126,604	0	0	97,415	910,540	2,032,835	2,658,679	151,762	2,232,559	440,946

\*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. This illustration is not valid unless accompanied by or preceded by a Basic Life Insurance Illustration dated 03/31/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 40, Ultra Preferred Non-Tobacco)  
Presented by: Michael Fliegelman, CLU, ChFC, AEP RFC  
Prepared on: March 31, 2016

MEC Limit: \$40,371.14  
Version: MMD Web2016-03-01(NY)

## Supplemental Values

Non-Guaranteed Values*												
Year	Age End Year	Annual Outlay Beg Year	Annual Loan Beg Year	Annual Surrender Beg Year	Annual Net Outlay Beg Year	Annual Dividend End Year	Basic Policy Cash Value End Year	Total Cash Value of Additions End Year	Total Outstanding Loan End Year	Net Cash Value End Year	Total Paid-Up Additions End Year	Net Death Benefit End Year
56	96	0	132,934	0	0	99,427	920,100	2,153,605	2,791,613	142,511	2,340,620	409,427
57	97	0	139,581	0	0	99,844	931,730	2,280,670	2,931,194	134,647	2,447,780	370,027
58	98	0	146,560	0	0	99,234	946,870	2,416,964	3,077,753	132,193	2,552,582	320,942
59	99	0	153,888	0	0	96,100	968,070	2,567,178	3,231,641	142,025	2,651,852	258,629
60	100	0	161,582	0	0	89,177	1,000,000	2,741,029	3,393,223	178,145	2,741,029	178,145
61	101	0	169,661	0	0	246,935	1,000,000	2,987,964	3,562,884	246,935	2,987,964	246,935
62	102	0	178,144	0	0	263,035	1,000,000	3,250,999	3,741,028	322,919	3,250,999	322,919
63	103	0	187,051	0	0	280,185	1,000,000	3,531,184	3,928,080	406,700	3,531,184	406,700
64	104	0	196,404	0	0	298,453	1,000,000	3,829,637	4,124,484	498,929	3,829,637	498,929
65	105	0	206,224	0	0	317,912	1,000,000	4,147,550	4,330,708	600,306	4,147,550	600,306
66	106	0	216,535	0	0	338,640	1,000,000	4,486,190	4,547,243	711,585	4,486,190	711,585
67	107	0	227,362	0	0	360,720	1,000,000	4,846,909	4,774,605	833,574	4,846,909	833,574
68	108	0	238,730	0	0	384,239	1,000,000	5,231,148	5,013,336	967,146	5,231,148	967,146
69	109	0	250,667	0	0	409,291	1,000,000	5,640,439	5,264,002	1,113,236	5,640,439	1,113,236
70	110	0	263,200	0	0	435,977	1,000,000	6,076,415	5,527,203	1,272,853	6,076,415	1,272,853
71	111	0	276,360	0	0	464,402	1,000,000	6,540,818	5,803,563	1,447,077	6,540,818	1,447,077
72	112	0	290,178	0	0	494,681	1,000,000	7,035,499	6,093,741	1,637,071	7,035,499	1,637,071
73	113	0	304,687	0	0	526,935	1,000,000	7,562,434	6,398,428	1,844,084	7,562,434	1,844,084
74	114	0	319,921	0	0	561,291	1,000,000	8,123,724	6,718,349	2,069,458	8,123,724	2,069,458
75	115	0	335,917	0	0	597,887	1,000,000	8,721,611	7,054,267	2,314,631	8,721,611	2,314,631
76	116	0	352,713	0	0	636,869	1,000,000	9,358,480	7,406,980	2,581,151	9,358,480	2,581,151
77	117	0	370,349	0	0	678,393	1,000,000	10,036,873	7,777,329	2,870,678	10,036,873	2,870,678
78	118	0	388,866	0	0	722,624	1,000,000	10,759,497	8,166,196	3,184,992	10,759,497	3,184,992
79	119	0	408,310	0	0	769,739	1,000,000	11,529,236	8,574,505	3,526,006	11,529,236	3,526,006
80	120	0	428,725	0	0	819,926	1,000,000	12,349,163	9,003,231	3,895,770	12,349,163	3,895,770
81	121	0	450,162	0	0	873,385	1,000,000	13,222,548	9,453,392	4,296,486	13,222,548	4,296,486

\*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. This illustration is not valid unless accompanied by or preceded by a Basic Life Insurance Illustration dated 03/31/2016. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 40, Ultra Preferred Non-Tobacco)

Presented by: Michael Fliegelman, CLU, ChFC, AEP RFC

Prepared on: March 31, 2016

MEC Limit: \$40,371.14  
Version: MMD Web2016-03-01(NY)

# Client Input Summary

Company: MMD

March 31, 2016

Product: Leg 20 WL

## Insured

First Name	Valued
Last Name	Client
Sex	Male
Issue Age	40
Retirement Age	65
Life Expectancy	To Specified Age
Specified Age	85
Class	Ultra Prfd Non-Tobacco
Tax Bracket Percent	1 to 81 - 28
Contract State	New York

## Design

Design	Base
Premium Mode	Annual
Known	Face Amount
Face Amount	1 to 81 - 1000000
Dividend Option	1 to 81 - 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
Optimize Face Amount to Best Band	N
Reduced Paid Up	N
Print to Age/Year/Max	Policy Year
Year	20

## Riders

Waiver of Premium [WP]	Y
WP Rating	None
Include WP in	Premium
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	Y
Disbursement Option	Switch at Basis

# Client Input Summary

Company: MMD

March 31, 2016

Product: Leg 20 WL

## Disbursements

Disbursements	32 to 46 - Solve for Max 47 to 81 - 0
Loan Interest Option	Borrow from Policy
Repay Loans	N

## 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	Michael
Agent Last Name	Fliegelman, CLU, ChFC, AEP RFC
Agent Company	Strategic Wealth Advisors Network, LLC
Agent Address1	6800 Jericho Turnpike
Agent Address2	Suite 202 West
Agent City	Syosset
Agent State	New York
Agent Zip Code	11791
Agent Phone Number	(516) 682-3339
Agent Email	michael@swanwelath.com
Agent License Number	LA-626450
MMLISI Registered	Y
Bank Sale	N

## Concept

Concept	<None>
---------	--------