Massachusetts Mutual

# A Supplemental Illustration Summary MassMutual Whole Life 12 Pay 

## Prepared for:

Valued Client

## Presented by:

Valued Advisor
Mass Mutual Brokerage
6800 Jericho Turnpike
Suite 202W
Syosset, NY 11791
Agent License Number: 123456
July 29, 2022

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.
This supplemental life insurance illustration summary is not valid unless accompanied by or preceded by a MassMutual Whole Life 12 Pay Basic Illustration dated July 29, 2022. Refer to the Basic Illustration for guaranteed elements and other important information.
© 2022 Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.
All rights reserved. www.massmutual.com.

Whole life insurance is a tax-efficient asset that provides: Permanent lifetime coverage with guaranteed level premiums, cash value accumulation and the ability to leave a financial legacy.
Key features and benefits include:

- Guaranteed level premiums.
- Guaranteed, tax-deferred increases in cash value, regardless of market fluctuations or conditions.
- Guaranteed death benefit protection.
- Tax-advantaged access to cash values through partial surrenders or loans for any reason, such as to supplement retirement income. ${ }^{1}$
- A death benefit that is generally received income tax-free.
- Potential to receive dividends. While dividends are not guaranteed, MassMutual has paid them to eligible participating policyowners every year since 1869
- Additional optional benefits and flexibility

The information in this report is based on the following Policy assumptions:

## Policy Name: Whole Life 12 Pay

Gender/Issue Age: Male, Age 45
Underwriting Class: Ultra Preferred Non-Tobacco
Initial Dividend Option: Paid-Up Additions
Loan Interest Rate: 4.22\% Adjustable
Initial Death Benefit: \$2,075,120.00
Total Initial Premium: $\$ 100,000.03$
${ }^{1}$ Distributions under the 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 if the policyowner is under age $591 / 2$.
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.

## Illustration Summary

The following information is a general summary of the values of the whole life policy being illustrated and reflect nonguaranteed values. You should review the policy's Basic Illustration for greater detail about the product's guarantees, features, and values.

| Year | Age <br> End <br> Year | Annual <br> Net <br> Outlay | Cumulative <br> Net <br> Outlay | Net Cash Value End Year | Net <br> Annual <br> Cash Value <br> Increase | Net <br> Death <br> Benefit <br> End Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 46 | 100,000 | 100,000 | 34,156 | 34,156 | 2,082,626 |
| 2 | 47 | 100,000 | 200,000 | 95,411 | 61,254 | 2,099,163 |
| 3 | 48 | 100,000 | 300,000 | 185,563 | 90,152 | 2,124,669 |
| 4 | 49 | 100,000 | 400,000 | 282,270 | 96,707 | 2,159,084 |
| 5 | 50 | 100,000 | 500,000 | 385,990 | 103,720 | 2,202,653 |
|  |  |  |  |  |  |  |
| 6 | 51 | 100,000 | 600,000 | 496,179 | 110,189 | 2,253,276 |
| 7 | 52 | 100,000 | 700,000 | 613,179 | 117,000 | 2,311,044 |
| 8 | 53 | 100,000 | 800,000 | 737,298 | 124,119 | 2,375,907 |
| 9 | 54 | 100,000 | 900,000 | 868,988 | 131,689 | 2,448,024 |
| 10 | 55 | 100,000 | 1,000,000 | 1,008,637 | 139,649 | 2,527,403 |
|  |  |  |  |  |  |  |
| 11 | 56 | 100,000 | 1,100,000 | 1,159,090 | 150,453 | 2,619,307 |
| 12 | 57 | 100,000 | 1,200,000 | 1,320,957 | 161,867 | 2,723,623 |
| 13 | 58 | 0 | 1,200,000 | 1,392,130 | 71,172 | 2,800,671 |
| 14 | 59 | 0 | 1,200,000 | 1,466,892 | 74,762 | 2,879,928 |
| 15 | 60 | 0 | 1,200,000 | 1,545,301 | 78,409 | 2,961,481 |
|  |  |  |  |  |  |  |
| 16 | 61 | 0 | 1,200,000 | 1,628,186 | 82,885 | 3,046,698 |
| 17 | 62 | 0 | 1,200,000 | 1,715,085 | 86,899 | 3,134,522 |
| 18 | 63 | 0 | 1,200,000 | 1,806,267 | 91,181 | 3,225,303 |
| 19 | 64 | 0 | 1,200,000 | 1,901,979 | 95,713 | 3,319,336 |
| 20 | 65 | 0 | 1,200,000 | 2,002,467 | 100,488 | 3,416,772 |
|  |  |  |  |  |  |  |
| 21 | 66 | -1,200,000 | 0 | 850,449 | -1,152,019 | 1,707,632 |
| 22 | 67 | 0 | 0 | 900,760 | 50,312 | 1,754,984 |
| 23 | 68 | 0 | 0 | 953,468 | 52,708 | 1,803,484 |
| 24 | 69 | 0 | 0 | 1,008,660 | 55,191 | 1,853,098 |
| 25 | 70 | 0 | 0 | 1,066,405 | 57,745 | 1,903,872 |

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 $\mathbf{2 0 2 2}$ 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 12 Pay Basic Life Insurance Illustration dated 07/29/2022. Refer to the Basic Illustration for guaranteed elements, assumptions, explanations and other important information.

## Illustration Summary

| Year | Age End Year |  | Cumulative Net Outlay | Net Cash Value End Year | Net <br> Annual Cash Value Increase | Net <br> Death <br> Benefit <br> End Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 26 | 71 | 0 | 0 | 1,126,743 | 60,338 | 1,955,918 |
| 27 | 72 | 0 | 0 | 1,189,902 | 63,158 | 2,009,560 |
| 28 | 73 | 0 | 0 | 1,255,865 | 65,963 | 2,064,945 |
| 29 | 74 | 0 | 0 | 1,324,645 | 68,780 | 2,122,092 |
| 30 | 75 | 0 | 0 | 1,396,267 | 71,622 | 2,181,088 |
|  |  |  |  |  |  |  |
| 31 | 76 | 0 | 0 | 1,470,712 | 74,445 | 2,241,855 |
| 32 | 77 | 0 | 0 | 1,548,071 | 77,358 | 2,304,391 |
| 33 | 78 | 0 | 0 | 1,628,329 | 80,258 | 2,368,512 |
| 34 | 79 | 0 | 0 | 1,711,508 | 83,179 | 2,434,169 |
| 35 | 80 | 0 | 0 | 1,797,538 | 86,030 | 2,501,277 |
|  |  |  |  |  |  |  |
| 36 | 81 | 0 | 0 | 1,886,352 | 88,815 | 2,569,819 |
| 37 | 82 | 0 | 0 | 1,977,851 | 91,498 | 2,639,789 |
| 38 | 83 | 0 | 0 | 2,071,888 | 94,037 | 2,710,979 |
| 39 | 84 | 0 | 0 | 2,168,315 | 96,427 | 2,783,896 |
| 40 | 85 | 0 | 0 | 2,266,995 | 98,680 | 2,858,583 |
|  |  |  |  |  |  |  |
| 41 | 86 | 0 | 0 | 2,367,068 | 100,073 | 2,934,486 |
| 42 | 87 | 0 | 0 | 2,468,618 | 101,550 | 3,012,136 |
| 43 | 88 | 0 | 0 | 2,571,202 | 102,584 | 3,091,435 |
| 44 | 89 | 0 | 0 | 2,674,369 | 103,166 | 3,172,326 |
| 45 | 90 | 0 | 0 | 2,778,011 | 103,642 | 3,254,639 |
|  |  |  |  |  |  |  |
| 46 | 91 | 0 | 0 | 2,881,765 | 103,755 | 3,338,015 |
| 47 | 92 | 0 | 0 | 2,986,213 | 104,448 | 3,422,518 |
| 48 | 93 | 0 | 0 | 3,091,828 | 105,615 | 3,507,747 |
| 49 | 94 | 0 | 0 | 3,199,544 | 107,715 | 3,593,321 |
| 50 | 95 | 0 | 0 | 3,310,941 | 111,397 | 3,678,577 |

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 $\mathbf{2 0 2 2}$ 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 12 Pay Basic Life Insurance Illustration dated 07/29/2022. Refer to the Basic Illustration for guaranteed elements, assumptions, explanations and other important information.

## Illustration Summary

| Year | Age <br> End <br> Year | Annual <br> Net <br> Outlay | Cumulative Net Outlay | Net Cash Value End Year | Net <br> Annual <br> Cash Value <br> Increase | Net <br> Death <br> Benefit End Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 51 | 96 | 0 | 0 | 3,428,990 | 118,049 | 3,762,577 |
| 52 | 97 | 0 | 0 | 3,555,719 | 126,729 | 3,844,930 |
| 53 | 98 | 0 | 0 | 3,696,433 | 140,714 | 3,924,348 |
| 54 | 99 | 0 | 0 | 3,860,328 | 163,895 | 3,998,884 |
| 55 | 100 | 0 | 0 | 4,065,124 | 204,796 | 4,065,124 |
|  |  |  |  |  |  |  |
| 56 | 101 | 0 | 0 | 4,309,747 | 244,624 | 4,309,747 |
| 57 | 102 | 0 | 0 | 4,568,360 | 258,613 | 4,568,360 |
| 58 | 103 | 0 | 0 | 4,841,750 | 273,389 | 4,841,750 |
| 59 | 104 | 0 | 0 | 5,130,747 | 288,997 | 5,130,747 |
| 60 | 105 | 0 | 0 | 5,436,229 | 305,482 | 5,436,229 |
|  |  |  |  |  |  |  |
| 61 | 106 | 0 | 0 | 5,759,121 | 322,893 | 5,759,121 |
| 62 | 107 | 0 | 0 | 6,100,402 | 341,281 | 6,100,402 |
| 63 | 108 | 0 | 0 | 6,461,103 | 360,701 | 6,461,103 |
| 64 | 109 | 0 | 0 | 6,842,313 | 381,210 | 6,842,313 |
| 65 | 110 | 0 | 0 | 7,245,181 | 402,868 | 7,245,181 |
|  |  |  |  |  |  |  |
| 66 | 111 | 0 | 0 | 7,670,921 | 425,740 | 7,670,921 |
| 67 | 112 | 0 | 0 | 8,120,812 | 449,892 | 8,120,812 |
| 68 | 113 | 0 | 0 | 8,596,207 | 475,395 | 8,596,207 |
| 69 | 114 | 0 | 0 | 9,098,532 | 502,324 | 9,098,532 |
| 70 | 115 | 0 | 0 | 9,629,291 | 530,759 | 9,629,291 |
|  |  |  |  |  |  |  |
| 71 | 116 | 0 | 0 | 10,190,074 | 560,783 | 10,190,074 |
| 72 | 117 | 0 | 0 | 10,782,556 | 592,482 | 10,782,556 |
| 73 | 118 | 0 | 0 | 11,408,508 | 625,952 | 11,408,508 |
| 74 | 119 | 0 | 0 | 12,069,795 | 661,288 | 12,069,795 |
| 75 | 120 | 0 | 0 | 12,768,389 | 698,594 | 12,768,389 |
|  |  |  |  |  |  |  |
| 76 | 121 | 0 | 0 | 13,506,368 | 737,979 | 13,506,368 |

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 $\mathbf{2 0 2 2}$ 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 12 Pay Basic Life Insurance Illustration dated 07/29/2022. Refer to the Basic Illustration for guaranteed elements, assumptions, explanations and other important information.

Since 1851, our business decisions have been guided by our customers' needs. Today, we offer a wide range of financial products and services to help people secure their future and protect the ones they love.

## Learn more at www.massmutual.com

The information provided is not written or intended as specific tax or legal advice. MassMutual, its subsidiaries, employees and representatives are not authorized to give tax or legal advice. Individuals are encouraged to seek advice from their own tax or legal counsel.
The products and/or certain features may not be available in all states. State variations will apply.
Whole Life Legacy Series policies (Policy Forms: MMWL-2018 and ICC18-MMWL in certain states, including North Carolina), and MassMutual Whole Life series policies on the Coverpath platform (Policy Forms: WL-2018 and ICC18WL in certain states, including North Carolina) are level-premium, participating, permanent life insurance policies issued by Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.

# The Value of Whole Life Insurance <br> A life insurance illustration summary 

Prepared for:
Valued Client

Presented by:
Valued Advisor
Mass Mutual Brokerage
6800 Jericho Turnpike
Suite 202W
Syosset, NY 11791
Agent License Number: 123456
July 29, 2022

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.

This supplemental life insurance illustration is not valid unless accompanied by or preceded by a Whole Life 12 Pay Basic Illustration. Refer to the Basic Illustration for guaranteed elements and other important information.
© 2019 Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.
All rights reserved. www.massmutual.com.

## Consider What Whole Life Has to Offer

# Whole life insurance offers a combination of features and benefits that differentiate it from most other financial products. These include: 

## Permanent Life Insurance

Participating whole life is designed to provide life insurance protection over your entire lifetime.

## Cash Value Accumulation

The policy builds cash value over time, which will never decline in value due to market conditions.

## Guarantees

Whole life insurance provides three fundamental guarantees:

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


## Policy Dividends

Policyowners are eligible to receive annual dividends, which are not guaranteed. You may use the dividends you receive to increase your life insurance protection, reduce your out-of-pocket premiums or take them in cash.

Income Tax Advantages

- A death benefit that is generally received income tax-free.
- Tax-deferred cash value accumulation.
- Tax-advantaged access to cash values. ${ }^{2}$

This illustration summary is for a Whole Life 12
Pay policy with a $\$ 2,075,120$ Base Policy Face Amount on a Male, age 45.
The total initial premium is $\$ 100,000.03$.

## Additional Benefits

MassMutual offers flexible options and riders ${ }^{1}$ to help meet your coverage needs.

[^0]
## The Benefits of Whole Life Throughout Your Lifetime

## A whole life policy may help you address different financial needs during various stages of your life.

At age 55 the Net Death Benefit is $\$ 2,527,403$ and the Net Cash Value is $\$ 1,008,637$.
The death benefit helps protect your family or business and the cash value may be a source of funds to help you address life's opportunities and challenges.
At age 65 the Net Death Benefit is $\$ 3,416,772$ and the Net Cash Value is $\$ 2,002,467$.
The policy can provide additional financial security for your spouse or family and the cash value may help you supplement your retirement income. ${ }^{2}$
Alternatively, you have the option to surrender your policy for the Net Cash Value and apply this amount to purchase a life income annuity that would provide $\$ 6,147$ each month.
At age 85 the Net Death Benefit is $\$ 2,858,583$ and the Net Cash Value is $\$ 2,266,995$.
The cash value may help pay medical or other expenses for you or your spouse and the policy death benefit can help ensure a financial legacy for your family.

This graph illustrates the Cumulative Net Outlay and policy benefits through age 100.

WHOLELIFE POLICY VALUES (NON-GUARANTEED)


[^1]
## Valued Client Benefit Summary

| Policy Name: | Whole Life 12 Pay |
| :--- | :--- |
| Gender/Issue Age/Issue Class: | Male, Age 45, Ultra Preferred Non-Tobacco |
| Dividend Option: | Paid-Up Additions |
| Initial Death Benefit: | $\$ 2,075,120$ |
| Initial Annualized Premium: | $\$ 100,000.03$ |

## Guaranteed Values

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

|  | Age 55 | Age 65 | Age 75 | Age 85 |
| :--- | ---: | ---: | ---: | ---: |
| Cumulative Contract Premium | $\$ 1,000,000$ | $\$ 1,200,000$ | $\$ 1,200,000$ | $\$ 1,200,000$ |
| Guaranteed Cash Value | $\$ 799,917$ | $\$ 1,216,166$ | $\$ 1,494,833$ | $\$ 1,752,418$ |
| Guaranteed Death Benefit | $\$ 2,075,120$ | $\$ 2,075,120$ | $\$ 2,075,120$ | $\$ 2,075,120$ |
| Guaranteed Paid-Up Insurance | $\$ 1,733,373$ |  |  |  |



## Non-Guaranteed Values

The following table and chart summarize key values at specific ages.

|  | Age 55 | Age 65 | Age 75 | Age 85 |
| :--- | ---: | ---: | ---: | ---: |
| Cumulative Net Outlay | $\$ 1,000,000$ | $\$ 1,200,000$ | $\$ 0$ | $\$ 0$ |
| Net Cash Value | $\$ 1,008,637$ | $\$ 2,002,467$ | $\$ 1,396,267$ | $\$ 2,266,995$ |
| Net Death Benefit | $\$ 2,527,403$ | $\$ 3,416,772$ | $\$ 2,181,088$ | $\$ 2,858,583$ |
| Total Paid-Up Insurance | $\$ 2,185,656$ |  |  |  |



These illustrated amounts are not guaranteed. They include dividends which are neither estimates nor guarantees, but are based on the 2022 dividend schedule. Dividends in future years may be higher or lower depending on the company's actual experience. For this reason, we strongly recommend you look at a lower dividend schedule illustration available upon request. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)
This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 12 Basic Life Insurance Illustration dated 07/29/2022. Refer to the Basic lllustration for guaranteed elements, assumptions, explanations and other important information.

Since 1851, our business decisions have been guided by our customers' needs. Today, we offer a wide range of financial products and services to help people secure their future and protect the ones they love.

## Learn more at www.massmutual.com

[^2]
# Whole Life 12 Pay 

Basic Life Insurance Illustration

## Prepared for:

Valued Client
Male, Age 45

Presented by:
Valued Advisor
Mass Mutual Brokerage
6800 Jericho Turnpike
Suite 202W
Syosset, NY 11791
Agent License Number: 123456
July 29, 2022
CRN: 284138

APPLICATIONS FOR MASSMUTUAL WHOLE LIFE 12 PAY AVAILABLE FOR SUBMISSION AUGUST 20, 2022

## Narrative Summary

Whole Life 12 Pay is a permanent life insurance policy providing a guaranteed face amount. Premiums are payable for 12 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
Valued Client, Male, Age 45
Ultra Preferred Non-Tobacco
Underwriting Class
All coverages, premiums, riders and underwriting classes are subject to Home Office approval. You may be required to provide medical information, and an exam may be necessary.

Policy Information
Issuing Company
Massachusetts Mutual Life Insurance Company
Policy
Generic Policy Name
Limited Payment Whole Life with Premiums Payable for 12 Years
Policy Form Number
Whole Life Policy
MEC Status MMWL-FL-2018* No
Initial Base Dividend Option
Initial Premium Information

| Premium Payment Mode | Annual |
| :--- | ---: |
| Base Premium | $\$ 100,000.03$ |
| Accelerated Death Benefit for Terminal Illness Rider (No Premium Charge) |  |
| Transfer of Insured Rider (No Premium Charge) | $\$ 100,000.03$ |
| Total Initial Premium | -1 |

Total Initial Premium
Initial Coverage Information
Base Policy Face Amount
Total Initial Death Benefit
*Applications submitted through MassMutual's Coverpath digital platform will be issued a whole life policy using a different policy form ( WL-2018 and ICC18WL in certain states, including North Carolina ) than the form noted here, but all premiums, values, and policy features are the same. Applicants will receive a Basic Illustration for that policy at the time of application.

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 12 Pay: Whole Life 12 Pay is a permanent life insurance policy providing a guaranteed face amount. Premiums are payable for 12 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 12 Pay life insurance policy. The following pages provide a summary (and year-by-year figures) for required premiums, cash surrender values, death benefits, anticipated out-of-pocket premium payments and other values for this policy on a guaranteed and nonguaranteed basis. It is designed to help you understand how this policy works. It is not a projection of how it will perform. 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, partial surrenders or changes to certain rider premiums. Policy changes are not automatic. You must submit a request to our Home Office.

[^3]MEC Limit: $\$ 116,835.36$
Version: MMD Web2022-07-01(FL)

Whole Life 12 Pay Life Insurance Illustration

## Narrative Summary

IMPORTANT INFORMATION ABOUT DIVIDENDS Whole Life 12 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 2022 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 IIIness Rider (ABR): The Accelerated Death Benefit for Terminal Illness Rider allows the policyowner to receive an advance of a portion of the available policy death benefit when we receive proof that the insured has a terminal illness expected to result in death within the period set forth in the rider. No further receipts/evidence are necessary. The funds may be used for any purpose. This rider terminates upon acceleration. There is no charge for this rider unless it is exercised.
Transfer of Insured Rider (TIR): The Transfer of Insured Rider provides the policyowner 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 assumptions in this illustration, the following Modified Endowment Contract (MEC) determinations were made:

- This policy is not a MEC, based on the Tabular Values
- This policy is not a MEC, based on the Supplemental Values

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 under the Internal Revenue Code.
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.
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. MassMutual, its subsidiaries, employees and representatives are not authorized to give tax or legal advice. Individuals are strongly encouraged to seek advice from their own personal tax or legal counsel.

[^4]Whole Life 12 Pay<br>Life Insurance Illustration

## Narrative Summary

## IMPORTANT INFORMATION ABOUT POLICY LOANS

This illustration, using a $4.22 \%$ policy loan interest rate, is for a policy issued in Florida on July 29, 2022. 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 and distributions. For this reason, we strongly recommend that you request an illustration with a hypothetical higher loan interest rate. This illustration assumes policy loans. This illustration assumes payment of interest when due. Loan interest may be satisfied by loaning against the cash value of the policy as long as the annual interest due is less than the maximum loan amount.

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.

Interest Adjusted Cost (IAC) Comparison Index

|  | Policy |  |
| ---: | ---: | ---: |
|  | 10 | 20 |
| Life Insurance Surrender Cost Index | $\$ 11.41$ | $\$ 6.57$ |
| Life Insurance Net Payment Cost Index | $\$ 40.60$ | $\$ 23.45$ |

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

The fully allocated expense method is used to allocate overhead expenses for all illustrations.

## Key Terms Used in the Illustration

Attained Age: Issue age plus policy duration years.
Beg Year: The first day of the policy year.
Death Benefit: The amount payable upon death of the insured.
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.
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.

## Column Heading Definitions

Age End Year: The age of the insured at the end of the policy year.

[^5]
## Narrative Summary

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: The amount of loan taken minus loan repayments for the policy year. This includes any amount of unpaid interest.
Annual Net Outlay: This is the out-of-pocket cost, which is the Contract Premium adjusted for any dividends paid in cash, dividends used to reduce the premium, partial surrenders, decreases in face amount, loans taken, loan repayments or taxes due for the policy year.
Annual Outlay: This is the out-of-pocket cost, which is the Contract Premium adjusted for any dividends paid in cash, dividends used to reduce the premium, partial surrenders, decreases in face amount, loans taken and loan repayments for the policy year, with no adjustments for taxes due.
Annual Surrender: 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 (PUAs) 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: The premium that is required to be paid each policy year for the benefits shown in this illustration. It is assumed premiums are paid when due at the beginning of each modal period.
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.
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.
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.
Net Annual Cash Value Increase: The amount of increase in the Total Cash Value from the prior year.
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.

## Whole Life 12 Pay <br> Life Insurance Illustration

## 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 | $\$ 100,000.03$ | 1 | $\$ 100,000.03$ | $\$ 0.00$ | - |
| Semi-Annual | $\$ 51,170.02$ | 2 | $\$ 102,340.04$ | $\$ 2,340.01$ | $9.6 \%$ |
| Quarterly | $\$ 25,890.01$ | 4 | $\$ 103,560.04$ | $\$ 3,560.01$ | $9.5 \%$ |
| Monthly | $\$ 8,700.00$ | 12 | $\$ 104,400.00$ | $\$ 4,399.97$ | $9.5 \%$ |

Consider Additional Coverage: In some cases, the cost per unit of the Whole Life 12 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. <br> 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 Benefit |
| Year 5 | 100,000 | 334,115 | 2,075,120 | 359,629 | 2,137,845 | 385,990 | 2,202,653 |
| Year 10 | 100,000 | 799,917 | 2,075,120 | 900,216 | 2,292,462 | 1,008,637 | 2,527,403 |
| Year 20 | 0 | 1,216,166 | 2,075,120 | 1,568,954 | 2,677,076 | 2,002,467 | 3,416,772 |
| Age 70 | 0 | 1,354,784 | 2,075,120 | 1,882,899 | 2,884,033 | 2,579,333 | 3,950,761 |

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

|  | Current Premiums |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Coverage | Face Amount | Annually | Semi-Annually | Quarterly | Monthly |
| Base Policy Insurance | 2,075,120 | 100,000.03 | 51,170.02 | 25,890.01 | 8,700.00 |
| Total Initial Modal Premium (Annualized) |  | 100,000.03 | 102,340.04 | 103,560.04 | 104,400.00 |

Tabular Values

|  |  |  |  |  |  |  | on-Guarant | lues* |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Guaranteed | Guaranteed |  | Cash | Total |  | Total | Total |
|  | Age |  | Cash | Death | Annual | Value of | Cash | Paid-Up | Death | Paid-Up |
|  | End | Contract | Value | Benefit | Dividend | Additions | Value | Additions | Benefit | Insurance |
| Year | Year | Premium | End Year | End Year | End Year | End Year | End Year | End Year | End Year | End Year |
| 1 | 46 | 100,000 | 31,397 | 2,075,120 | 2,760 | 2,760 | 34,156 | 7,506 | 2,082,626 | 92,899 |
| 2 | 47 | 100,000 | 86,346 | 2,075,120 | 6,235 | 9,065 | 95,411 | 24,043 | 2,099,163 | 253,052 |
| 3 | 48 | 100,000 | 166,404 | 2,075,120 | 9,863 | 19,159 | 185,563 | 49,549 | 2,124,669 | 479,900 |
| 4 | 49 | 100,000 | 248,973 | 2,075,120 | 13,648 | 33,297 | 282,270 | 83,964 | 2,159,084 | 711,779 |
| 5 | 50 | 100,000 | 334,115 | 2,075,120 | 17,722 | 51,875 | 385,990 | 127,533 | 2,202,653 | 948,938 |
|  |  |  |  |  |  |  |  |  |  |  |
| 6 | 51 | 100,000 | 421,851 | 2,075,120 | 21,120 | 74,328 | 496,179 | 178,156 | 2,253,276 | 1,189,279 |
| 7 | 52 | 100,000 | 512,223 | 2,075,120 | 24,720 | 100,956 | 613,179 | 235,924 | 2,311,044 | 1,432,929 |
| 8 | 53 | 100,000 | 605,292 | 2,075,120 | 28,467 | 132,007 | 737,298 | 300,787 | 2,375,907 | 1,679,992 |
| 9 | 54 | 100,000 | 701,162 | 2,075,120 | 32,456 | 167,825 | 868,988 | 372,904 | 2,448,024 | 1,930,869 |
| 10 | 55 | 100,000 | 799,917 | 2,075,120 | 36,632 | 208,720 | 1,008,637 | 452,283 | 2,527,403 | 2,185,656 |
|  |  |  |  |  |  |  |  |  |  |  |
| 11 | 56 | 100,000 | 901,619 | 2,075,120 | 43,482 | 257,471 | 1,159,090 | 544,187 | 2,619,307 | 2,449,833 |
| 12 | 57 | 100,000 | 1,006,433 | 2,075,120 | 50,594 | 314,524 | 1,320,957 | 648,503 | 2,723,623 |  |
| 13 | 58 | 0 | 1,031,480 | 2,075,120 | 38,298 | 360,650 | 1,392,130 | 725,551 | 2,800,671 |  |
| 14 | 59 | 0 | 1,056,962 | 2,075,120 | 40,370 | 409,929 | 1,466,892 | 804,808 | 2,879,928 |  |
| 15 | 60 | 0 | 1,082,798 | 2,075,120 | 42,554 | 462,503 | 1,545,301 | 886,361 | 2,961,481 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 16 | 61 | 0 | 1,108,965 | 2,075,120 | 45,541 | 519,221 | 1,628,186 | 971,578 | 3,046,698 |  |
| 17 | 62 | 0 | 1,135,423 | 2,075,120 | 48,054 | 579,662 | 1,715,085 | 1,059,402 | 3,134,522 |  |
| 18 | 63 | 0 | 1,162,129 | 2,075,120 | 50,840 | 644,137 | 1,806,267 | 1,150,183 | 3,225,303 |  |
| 19 | 64 | 0 | 1,189,044 | 2,075,120 | 53,881 | 712,936 | 1,901,979 | 1,244,216 | 3,319,336 |  |
| 20 | 65 | 0 | 1,216,166 | 2,075,120 | 57,104 | 786,302 | 2,002,467 | 1,341,652 | 3,416,772 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 21 | 66 | 0 | 1,243,453 | 2,075,120 | 60,436 | 864,381 | 2,107,834 | 1,442,510 | 3,517,630 |  |
| 22 | 67 | 0 | 1,270,970 | 2,075,120 | 63,573 | 947,081 | 2,218,051 | 1,546,306 | 3,621,426 |  |
| 23 | 68 | 0 | 1,298,693 | 2,075,120 | 66,821 | 1,034,561 | 2,333,254 | 1,653,076 | 3,728,196 |  |
| 24 | 69 | 0 | 1,326,645 | 2,075,120 | 70,146 | 1,126,974 | 2,453,619 | 1,762,797 | 3,837,917 |  |
| 25 | 70 | 0 | 1,354,784 | 2,075,120 | 73,672 | 1,224,549 | 2,579,333 | 1,875,641 | 3,950,761 |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 26 | 71 | 0 | 1,383,005 | 2,075,120 | 77,420 | 1,327,478 | 2,710,484 | 1,991,805 | 4,066,925 |  |
| 27 | 72 | 0 | 1,411,248 | 2,075,120 | 81,684 | 1,436,271 | 2,847,518 | 2,111,915 | 4,187,035 |  |
| 28 | 73 | 0 | 1,439,345 | 2,075,120 | 86,243 | 1,551,109 | 2,990,454 | 2,236,252 | 4,311,372 |  |
| 29 | 74 | 0 | 1,467,234 | 2,075,120 | 90,966 | 1,672,131 | 3,139,365 | 2,364,907 | 4,440,027 |  |
| 30 | 75 | 0 | 1,494,833 | 2,075,120 | 95,923 | 1,799,507 | 3,294,340 | 2,498,066 | 4,573,186 |  |

*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 2022 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

Refer to the Narrative Summary for assumptions, explanations and additional information.

## 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 2022 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

Refer to the Narrative Summary for assumptions, explanations and additional information.
Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)
Presented by: Valued Advisor
MEC Limit: \$116,835.36
Prepared on: July 29, 2022 Version: MMD Web2022-07-01(FL)

Whole Life 12 Pay Life Insurance Illustration

## 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 $\mathbf{2 0 2 2}$ 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

Refer to the Narrative Summary for assumptions, explanations and additional information.

|  |  | Current Premiums |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Coverage | Face Amount | $\underline{4 n n u a l l y}$ | Semi-Annually | $\frac{\text { Quarterly }}{}$ | $\frac{\text { Monthly }}{8,700.00}$ |
| Base Policy Insurance | $2,075,120$ | $100,000.03$ |  | $51,170.02$ | $25,890.01$ |
| Total Initial Modal Premium (Annualized) |  | $100,000.03$ | $102,340.04$ | $103,560.04$ | $104,400.00$ |

## Supplemental Values

| Year | Age <br> End <br> Year | Annual Outlay | Annual Loan | Annual Surrender | Annual <br> Net <br> Outlay | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 46 | 100,000 | 0 | 0 | 100,000 | 2,760 | 31,397 | 2,760 | 0 | 34,156 | 7,506 | 2,082,626 |
| 2 | 47 | 100,000 | 0 | 0 | 100,000 | 6,235 | 86,346 | 9,065 | 0 | 95,411 | 24,043 | 2,099,163 |
| 3 | 48 | 100,000 | 0 | 0 | 100,000 | 9,863 | 166,404 | 19,159 | 0 | 185,563 | 49,549 | 2,124,669 |
| 4 | 49 | 100,000 | 0 | 0 | 100,000 | 13,648 | 248,973 | 33,297 | 0 | 282,270 | 83,964 | 2,159,084 |
| 5 | 50 | 100,000 | 0 | 0 | 100,000 | 17,722 | 334,115 | 51,875 | 0 | 385,990 | 127,533 | 2,202,653 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 | 51 | 100,000 | 0 | 0 | 100,000 | 21,120 | 421,851 | 74,328 | 0 | 496,179 | 178,156 | 2,253,276 |
| 7 | 52 | 100,000 | 0 | 0 | 100,000 | 24,720 | 512,223 | 100,956 | 0 | 613,179 | 235,924 | 2,311,044 |
| 8 | 53 | 100,000 | 0 | 0 | 100,000 | 28,467 | 605,292 | 132,007 | 0 | 737,298 | 300,787 | 2,375,907 |
| 9 | 54 | 100,000 | 0 | 0 | 100,000 | 32,456 | 701,162 | 167,825 | 0 | 868,988 | 372,904 | 2,448,024 |
| 10 | 55 | 100,000 | 0 | 0 | 100,000 | 36,632 | 799,917 | 208,720 | 0 | 1,008,637 | 452,283 | 2,527,403 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11 | 56 | 100,000 | 0 | 0 | 100,000 | 43,482 | 901,619 | 257,471 | 0 | 1,159,090 | 544,187 | 2,619,307 |
| 12 | 57 | 100,000 | 0 | 0 | 100,000 | 50,594 | 1,006,433 | 314,524 | 0 | 1,320,957 | 648,503 | 2,723,623 |
| 13 | 58 | 0 | 0 | 0 | 0 | 38,298 | 1,031,480 | 360,650 | 0 | 1,392,130 | 725,551 | 2,800,671 |
| 14 | 59 | 0 | 0 | 0 | 0 | 40,370 | 1,056,962 | 409,929 | 0 | 1,466,892 | 804,808 | 2,879,928 |
| 15 | 60 | 0 | 0 | 0 | 0 | 42,554 | 1,082,798 | 462,503 | 0 | 1,545,301 | 886,361 | 2,961,481 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 16 | 61 | 0 | 0 | 0 | 0 | 45,541 | 1,108,965 | 519,221 | 0 | 1,628,186 | 971,578 | 3,046,698 |
| 17 | 62 | 0 | 0 | 0 | 0 | 48,054 | 1,135,423 | 579,662 | 0 | 1,715,085 | 1,059,402 | 3,134,522 |
| 18 | 63 | 0 | 0 | 0 | 0 | 50,840 | 1,162,129 | 644,137 | 0 | 1,806,267 | 1,150,183 | 3,225,303 |
| 19 | 64 | 0 | 0 | 0 | 0 | 53,881 | 1,189,044 | 712,936 | 0 | 1,901,979 | 1,244,216 | 3,319,336 |
| 20 | 65 | 0 | 0 | 0 | 0 | 57,104 | 1,216,166 | 786,302 | 0 | 2,002,467 | 1,341,652 | 3,416,772 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 21 | 66 | -1,200,000 | 413,698 | 786,302 | -1,200,000 | 38,151 | 1,243,453 | 38,151 | 413,698 | 850,449 | 63,669 | 1,707,632 |
| 22 | 67 | 0 | 17,458 | 0 | 0 | 40,146 | 1,270,970 | 79,142 | 431,156 | 900,760 | 129,216 | 1,754,984 |
| 23 | 68 | 0 | 18,195 | 0 | 0 | 42,221 | 1,298,693 | 123,089 | 449,351 | 953,468 | 196,678 | 1,803,484 |
| 24 | 69 | 0 | 18,963 | 0 | 0 | 44,353 | 1,326,645 | 170,091 | 468,314 | 1,008,660 | 266,054 | 1,853,098 |
| 25 | 70 | 0 | 19,763 | 0 | 0 | 46,596 | 1,354,784 | 220,295 | 488,077 | 1,066,405 | 337,425 | 1,903,872 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 26 | 71 | 0 | 20,597 | 0 | 0 | 48,994 | 1,383,005 | 273,878 | 508,673 | 1,126,743 | 410,938 | 1,955,918 |
| 27 | 72 | 0 | 21,466 | 0 | 0 | 51,695 | 1,411,248 | 331,166 | 530,139 | 1,189,902 | 486,951 | 2,009,560 |
| 28 | 73 | 0 | 22,372 | 0 | 0 | 54,589 | 1,439,345 | 392,348 | 552,511 | 1,255,865 | 565,652 | 2,064,945 |
| 29 | 74 | 0 | 23,316 | 0 | 0 | 57,588 | 1,467,234 | 457,538 | 575,827 | 1,324,645 | 647,099 | 2,122,092 |
| 30 | 75 | 0 | 24,300 | 0 | 0 | 60,742 | 1,494,833 | 526,886 | 600,127 | 1,396,267 | 731,421 | 2,181,088 |

*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 2022 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

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 07/29/2022. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

## Supplemental Values

|  |  | Non-Guaranteed Values* |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Age <br> End <br> Year | Annual Outlay | Annual Loan | Annual Surrender | $\begin{array}{r} \text { Annual } \\ \text { Net } \\ \text { Outlay } \end{array}$ | Annual Dividend End Year | Basic Policy Cash Value End Year | Total Cash Value of Additions End Year | Total <br> Outstanding Loan <br> End Year |  |  |  |
| 31 | 76 | 0 | 25,325 | 0 | 0 | 63,933 | 1,522,121 | 600,438 | 625,453 | 1,470,712 | 818,582 | 2,241,855 |
| 32 | 77 | 0 | 26,394 | 0 | 0 | 67,219 | 1,549,119 | 678,307 | 651,847 | 1,548,071 | 908,625 | 2,304,391 |
| 33 | 78 | 0 | 27,508 | 0 | 0 | 70,466 | 1,575,867 | 760,485 | 679,355 | 1,628,329 | 1,001,416 | 2,368,512 |
| 34 | 79 | 0 | 28,669 | 0 | 0 | 73,770 | 1,602,366 | 847,043 | 708,023 | 1,711,508 | 1,096,951 | 2,434,169 |
| 35 | 80 | 0 | 29,879 | 0 | 0 | 77,106 | 1,628,575 | 938,004 | 737,902 | 1,797,538 | 1,195,199 | 2,501,277 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 36 | 81 | 0 | 31,139 | 0 | 0 | 80,520 | 1,654,431 | 1,033,416 | 769,041 | 1,886,352 | 1,296,194 | 2,569,819 |
| 37 | 82 | 0 | 32,454 | 0 | 0 | 84,023 | 1,679,851 | 1,133,317 | 801,495 | 1,977,851 | 1,399,987 | 2,639,789 |
| 38 | 83 | 0 | 33,823 | 0 | 0 | 87,447 | 1,704,836 | 1,237,621 | 835,318 | 2,071,888 | 1,506,428 | 2,710,979 |
| 39 | 84 | 0 | 35,250 | 0 | 0 | 91,368 | 1,729,052 | 1,346,569 | 870,568 | 2,168,315 | 1,616,083 | 2,783,896 |
| 40 | 85 | 0 | 36,738 | 0 | 0 | 95,406 | 1,752,418 | 1,460,172 | 907,306 | 2,266,995 | 1,729,057 | 2,858,583 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 41 | 86 | 0 | 38,288 | 0 | 0 | 99,044 | 1,774,746 | 1,577,821 | 945,595 | 2,367,068 | 1,844,865 | 2,934,486 |
| 42 | 87 | 0 | 39,904 | 0 | 0 | 103,193 | 1,795,892 | 1,699,813 | 985,499 | 2,468,618 | 1,964,103 | 3,012,136 |
| 43 | 88 | 0 | 41,588 | 0 | 0 | 107,312 | 1,815,730 | 1,825,902 | 1,027,087 | 2,571,202 | 2,086,745 | 3,091,435 |
| 44 | 89 | 0 | 43,343 | 0 | 0 | 111,423 | 1,834,136 | 1,955,835 | 1,070,430 | 2,674,369 | 2,212,808 | 3,172,326 |
| 45 | 90 | 0 | 45,172 | 0 | 0 | 115,431 | 1,851,215 | 2,089,477 | 1,115,602 | 2,778,011 | 2,342,200 | 3,254,639 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 46 | 91 | 0 | 47,078 | 0 | 0 | 119,160 | 1,867,027 | 2,226,484 | 1,162,681 | 2,881,765 | 2,474,641 | 3,338,015 |
| 47 | 92 | 0 | 49,065 | 0 | 0 | 123,007 | 1,881,885 | 2,367,210 | 1,211,746 | 2,986,213 | 2,610,279 | 3,422,518 |
| 48 | 93 | 0 | 51,136 | 0 | 0 | 126,579 | 1,896,203 | 2,511,800 | 1,262,881 | 3,091,828 | 2,748,802 | 3,507,747 |
| 49 | 94 | 0 | 53,294 | 0 | 0 | 129,924 | 1,910,542 | 2,660,719 | 1,316,175 | 3,199,544 | 2,889,918 | 3,593,321 |
| 50 | 95 | 0 | 55,543 | 0 | 0 | 132,840 | 1,925,774 | 2,814,771 | 1,371,718 | 3,310,941 | 3,033,061 | 3,678,577 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 51 | 96 | 0 | 57,886 | 0 | 0 | 135,163 | 1,943,329 | 2,975,594 | 1,429,604 | 3,428,990 | 3,177,390 | 3,762,577 |
| 52 | 97 | 0 | 60,329 | 0 | 0 | 137,447 | 1,963,935 | 3,144,593 | 1,489,933 | 3,555,719 | 3,322,619 | 3,844,930 |
| 53 | 98 | 0 | 62,875 | 0 | 0 | 138,986 | 1,989,791 | 3,324,979 | 1,552,808 | 3,696,433 | 3,467,565 | 3,924,348 |
| 54 | 99 | 0 | 65,529 | 0 | 0 | 139,349 | 2,024,549 | 3,522,410 | 1,618,337 | 3,860,328 | 3,610,395 | 3,998,884 |
| 55 | 100 | 0 | 68,294 | 0 | 0 | 137,415 | 2,075,120 | 3,747,810 | 1,686,631 | 4,065,124 | 3,747,810 | 4,065,124 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 56 | 101 | 0 | 71,176 | 0 | 0 | 318,803 | 2,075,120 | 4,066,613 | 1,757,807 | 4,309,747 | 4,066,613 | 4,309,747 |
| 57 | 102 | 0 | 74,179 | 0 | 0 | 335,923 | 2,075,120 | 4,402,536 | 1,831,986 | 4,568,360 | 4,402,536 | 4,568,360 |
| 58 | 103 | 0 | 77,310 | 0 | 0 | 353,962 | 2,075,120 | 4,756,498 | 1,909,296 | 4,841,750 | 4,756,498 | 4,841,750 |
| 59 | 104 | 0 | 80,572 | 0 | 0 | 372,969 | 2,075,120 | 5,129,467 | 1,989,868 | 5,130,747 | 5,129,467 | 5,130,747 |
| 60 | 105 | 0 | 83,972 | 0 | 0 | 392,998 | 2,075,120 | 5,522,465 | 2,073,841 | 5,436,229 | 5,522,465 | 5,436,229 |

*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 $\mathbf{2 0 2 2}$ 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

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 07/29/2022. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

## Supplemental 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 $\mathbf{2 0 2 2}$ 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic Illustration for more details.)

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 07/29/2022. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Product: WL 12 (Available 8/20/2022)

## Insured

| First Name | Valued |
| :--- | ---: |
| Last Name | Client |
| Sex | Male |
| Issue Age | 45 |
| Retirement Age | 65 |
| Life Expectancy | To Specified Age |
| Specified Age | 85 |
| Class | Ultra Prfd Non-Tobacco |
| Tax Bracket Percent | 1 to $76-28$ |
| Contract State | Florida |

## Design

| Design | Base |
| :--- | ---: |
| Premium Mode | Annual |
| Known | Initial Premium |
| Initial Modal Premium Amount | 1 to $76-100,000$ |
| Dividend Option | 1 to $76-$ Paid-Up Additions |
| Dividend Rate | 1 to $121-$ Current |
| Loan Rate | Adjustable |
| Illustrate APO | N |
| Illustrate Flexible Outlay | N |
| Single Payment Program [SPP] | N |
| 1035 Exchange | N |

Options

| Product Type | Non-Qualified |
| :--- | ---: |
| Policy Owner | Insured |
| Reduced Paid Up | N |
| Print to Age/Year/Max | Max |

## 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 |
| Additional Life Ins. Rider [ALIR] - Planned | N |

Disbursements

Disbursement Option
Disbursements

Loan Interest Option

Client Input Summary
Product: WL 12 (Available 8/20/2022)

Disbursements
Repay Loans N
Reports
New Business Report N
Short Form N
Outlay N
Cash Value Increase N
Cash Value Increase (with one year ROR) N 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 N N N N N N N
'Wealth In Motion®' N
The Value of Whole Life Insurance $\quad$ Y
Supplemental Illustration Summary Y
Agent Info

| Agent First Name | Valued |
| :--- | ---: |
| Agent Last Name | Advisor |
| 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 |
| Agent License Number | 123456 |
| Bank Sale | N |

Concept
Concept


[^0]:    ${ }^{1}$ Riders are available at an additional cost, or there is a charge when the rider is exercised. Availability of some riders may be limited based on issue age or state of issue.
    ${ }^{2}$ Distributions under the 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 if the policyowner is under age $591 / 2$.
    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]:    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 2022 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. In addition, we also recommend that you request an illustration with a hypothetical higher loan interest rate. (Refer to the Important Information About Policy Loans section in the Basic lllustration for more details.)
    This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 12 Basic Life Insurance Illustration dated 07/29/2022. Refer to the Basic lllustration for guaranteed elements, assumptions, explanations and other important information.

[^2]:    -O
    The information provided is not written or intended as specific tax or legal advice. MassMutual, its subsidiaries, employees and representatives are not authorized to give tax or legal advice. Individuals are encouraged to seek advice from their own tax or legal counsel. The Whole Life Legacy Series (MMWL-2018 and ICC18-MMWL in certain states, including North Carolina) are level-premium, participating, permanent life insurance policies issued by Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.

[^3]:    Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)
    Presented by: Valued Advisor
    Prepared on: July 29, 2022

[^4]:    Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)
    Presented by: Valued Advisor
    Prepared on: July 29, 2022

[^5]:    Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)
    Presented by: Valued Advisor
    Prepared on: July 29, 2022

