

# MassMutual: Coverpath Illustrations Center vs. Quote or Apply Comparison Chart

## Reference Sheet

This document describes the key differences between the illustration capabilities of the Coverpath Illustrations Center and the Coverpath Quote or Apply function.

Feature	Illustrations Center	Quote or Apply
<b>Client profile</b>	Clients or prospects who are not yet committed to going through the application process	Clients with an identified need who are ready to apply for coverage
<b>Try out different illustration solutions</b>	You can run and save multiple illustrations for the same "client". You can then review and compare the various strategies to determine which would be best for your client.	Before you finalize the illustration by sending to the client or starting the application, you can change values to try different strategies. However, you cannot save different versions of the illustration to compare.
<b>Integrated with Advisor360</b>	No	Yes: you can initiate an illustration from Advisor360; Advisor360 CRM data will pre-fill into the illustration and application
<b>Enter Client Data</b>	Manual entry of limited data; no specific client data required	Pre-fill of data from Advisor360 with some additional data required
<b>Available Products, Options, Riders</b>	More limited	All available on Coverpath
<b>Premium Solve</b>	Not available	Can switch from specifying face amount to specifying premium amount
<b>Disbursements</b>	Can include with illustration	Not available
<b>Illustration outputs</b>	Interactive Graphic, Table – available to advisor only  PDF of basic illustration – can send to client/prospect	"Visual Sales Tool" interactive graphic with link to PDF of basic illustration included in graphic – available to both advisor and client
<b>Send Application</b>	Application not included	Application always sent with illustration

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