



New Whole Life 10-Pay on Coverpath

As of June 2021

You now have an opportunity to help more clients with the New Whole Life 10-Pay on Coverpath, offering more cash value, higher income solves and the convenience for you and your clients of an end-to-end digital experience.

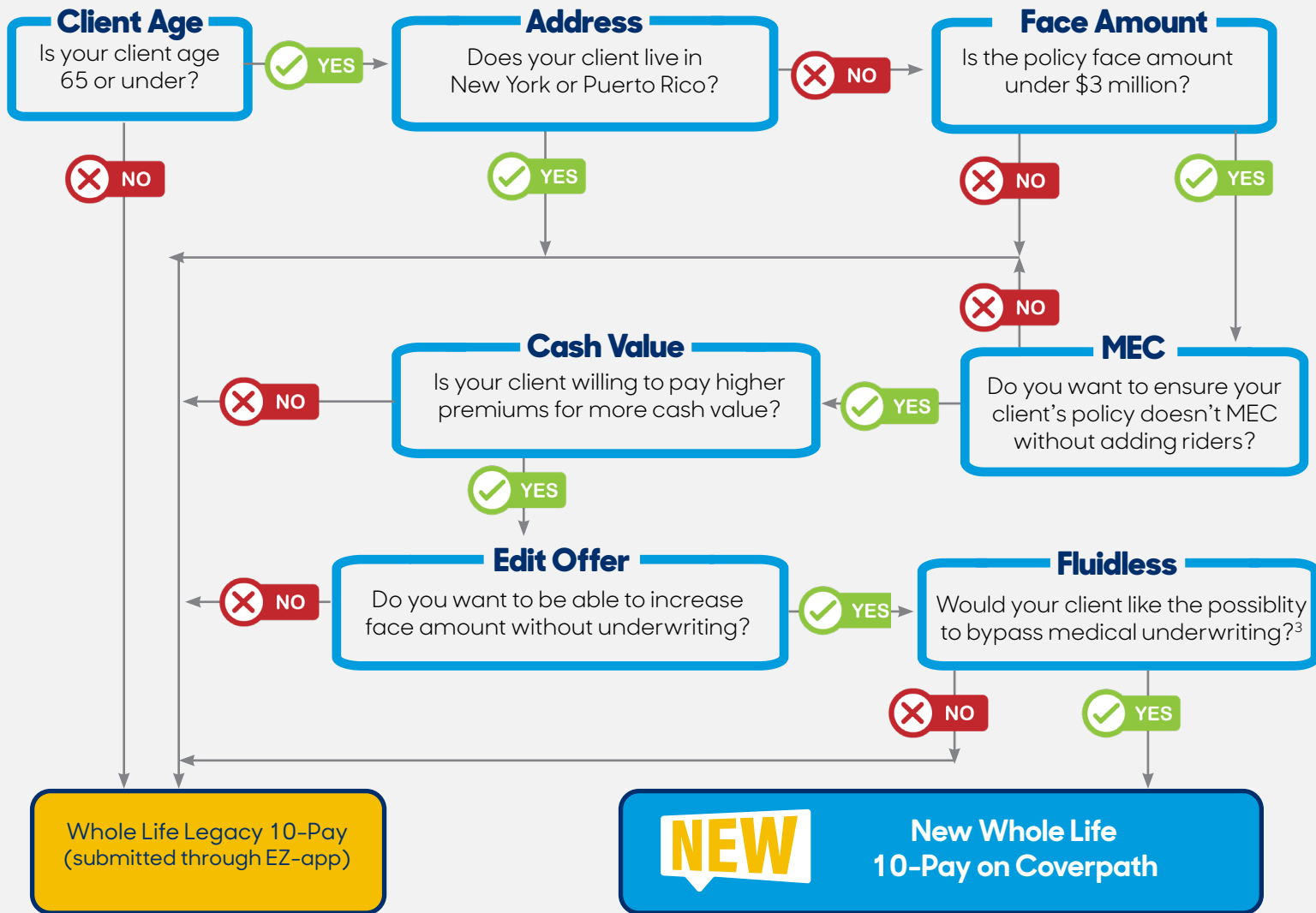
Why MassMutual 10-Pay on Coverpath?

As a mutual life insurance company, MassMutual has exceptional financial strength, and provides products with long-term value.

Generally:

- Higher income solves
- Higher cash value
- Increased MEC premium limits
- History of strong annual dividends¹
- Tax-deferred cash value accumulation
- Tax-advantaged access to cash values²

Find the Right Solution for your Client



¹Dividends to eligible participating policyowners are determined annually, subject to change and not guaranteed. ²Distributions 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 percent tax penalty if the policyowner is under age 59½. 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. ³Certain limitations apply. Please refer to U1017. For Financial Professional Use. Not For Use with the Public.

Target Market

- Clients 45-60 who want death benefit protection and cash value accumulation
- Business owners interested in setting up executive bonus plans
- Parents/grandparents looking provide whole life coverage for children they love



NEW

	New Whole Life 10-Pay on Coverpath	MassMutual Whole Life Legacy 10-Pay⁴ (submitted through EZ-app)	Repriced MassMutual Whole Life Legacy 10-Pay (submitted through EZ-app)
Date available	July 1, 2021	Now - December 31, 2021	Targeted for Q4 2021
Premium rates⁵	Higher	Lower	Higher
Cash value performance⁵	Higher	Lower	Higher
Dividend performance^{5,6}	Higher	Lower	Higher
Variable loan rate	Minimum variable loan rate 3%	Variable rate starts at 5%	Minimum variable loan rate 3%
FYC commissions	Target/Excess model	% of First Year Premium	Target/Excess model
State availability	Not available in NY or PR	All jurisdictions	All jurisdictions
Maximum face amount	\$3M ⁷	Company retention limits	Company retention limits
Maximum issue age	65 ⁸	75	75
Riders	Accelerated Benefit Rider, ALIR, Waiver, RTR, GIR	Accelerated Benefit Rider, ALIR/PALIR, Waiver, RTR, GIR, LISR, LTCAccess, Transfer of Insured	Accelerated Benefit Rider, ALIR/PALIR, Waiver, RTR, GIR, LISR, LTCAccess, Transfer of Insured
Billing modes	Annual and monthly (EFT only)	Annual, semi-annual, quarterly, and monthly	Annual, semi-annual, quarterly, and monthly
1035s	Yes ⁸	Yes	Yes
Qualified policies	No	Yes	Yes
Death benefit payment options	Lump sum only	Lump sum payments or Monthly Life Income Option	Lump sum payments or Monthly Life Income Option
Illustration capability	Coverpath Visual Sales Tool and MM Designs	MM Designs only	MM Designs only

⁴The base 10-pay is always a MEC ⁵Assumes equal face amount for each product. ⁶While dividends are not guaranteed, MassMutual has paid them to eligible participating policyowners every year since 1869. ⁷Premium rates, cash value performance, dividend performance, loan rates, and First Year Commission will be the same for the 10-Pay on Coverpath and the Repriced MassMutual Whole Life Legacy 10-Pay. ⁸[Additional information on Coverpath eligibility.](#)

To learn more about the features and benefits Whole Life 10-Pay offers, contact your **National Sales Life Team.**

Whole Life Legacy Series policies ((MMWL-2018 and ICC18-MMWL in certain states, including North Carolina)/ (MMWLA-2018 and ICC18-MMWLA in certain states, including North Carolina)) and MassMutual Whole Life series policies (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, Springfield, MA 01111-0001.

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