



Illustrate MassMutual's new term rates beginning June 1

Marketing materials and producer guide available; attend June 16 webinar for more information

Financial professionals can now illustrate the new premium rates for MassMutual term life insurance products and access updated marketing materials in [MassMutual Term Portfolio At A Glance \(LI7339\)](#).

These resources include:

- A NEW motion graphic for financial professionals (2:27) ([VID2604](#)).
- A NEW consumer brochure, "Why MM Term?" ([LI5014](#)).
- The enhanced case study for consumers, "Creating a Life Insurance Strategy" ([LI5006](#)).
- The Producer Guide, which is now available in a digital format ([LI5330e](#)).

MassMutual is repricing its term portfolio in June to improve competitiveness where possible and reflect updated pricing assumptions. In some cases, premiums will go down, some will remain unchanged, and some will increase.

The update allows us to improve our competitive position in key areas, while adjusting some products (Annually Renewable Term and Extended Conversion Period) to improve profitability. Note that only premiums are being adjusted. All term product specifications and features are unchanged.

June 25 is the first day to submit applications for the new term rates. The last day to submit applications for the current term rates is June 24.

Read below for an overview of the reprice and [register for the MassMutual Broker Webcast on Thursday, June 16, 2-3 p.m. ET](#), for more information on MassMutual's new term rates, higher premium limits for the Additional Life Insurance Rider and similar riders, and annuity products.

Reprice overview

Here is an overview of the reprice when comparing the same face amounts:

- For base-level MassMutual Term products, premiums are decreasing 2-3% on average:
 - o There are no premium increases for Term 10, Term 20, or Term 30.
 - o Term 15 and Term 25 have some premium increases for tobacco classes, but they are capped at 5%.
- Extended Conversion Period (ECP) products have a mixture of premium increases and decreases:
 - o On average, Term 25 ECP and Term 30 ECP premiums are decreasing 1-2%.
 - o On average, Term 15 ECP and Term 20 ECP premiums are increasing 2%.
 - o Overall, increases are smaller at the higher face amount bands.
- Annually Renewable Term (ART) premiums are increasing about 4% on average:
 - o Changes are much smaller at younger ages.
 - o Increases are more significant at issue ages of 55 and older.

Transition rules

See the [transition rules](#) for complete details, but here are key points to know concerning the transition from the current rate series to the new rate series:

- Applications submitted on or before June 24 will get the current rates.
- Applications submitted on and after June 25 will get the new rates.
- Pending cases will be automatically changed to the new series before issue if the new series has a lower premium for the desired product.
- Reissues after the launch of the new series (June 25) will not be allowed to get the new rate series. A new application must be submitted to get any repriced product; there are no exceptions.
- Normal reissue rules will apply for changes in coverage amount, adding or removing the Waiver of Premium Rider, or redating a policy in accordance with policy-dating rules. The rate series will remain as originally issued.

Benefits of MassMutual term coverage

MassMutual term products continue to offer affordable and flexible life insurance. The new rates make them more competitive in key areas.

For many people, a combination of term and permanent life insurance is the best way to meet their long-term protection needs and accumulation goals. Our competitively priced term products feature liberal conversion privileges backed by a financially strong company. This combination enables policyowners to lock in their insurability with a quality insurance carrier while they're young and healthy. Later, they can convert all or part of their term insurance to permanent coverage with the equivalent risk classification as their original term coverage, regardless of their current health (unless additional coverage or a better risk classification is requested).