# **Retirement Supplement**

With participating whole life insurance from Massachusetts Mutual Life Insurance Company (MassMutual)

#### Prepared for:

Valued Client

#### Presented by:

Life Sales and Distribution 1295 State Street Springfield, MA 01111

May 3, 2023

This supplemental life insurance illustration is not valid unless accompanied by or preceded by a Whole Life 20 Pay Basic Illustration and the Retirement Supplement Concept Illustration. **Refer to the Basic Illustration for guaranteed elements and other important information.** 



# **Planning for Retirement Today**

Retirement planning has changed significantly over the last several decades. For many of us, the traditional sources of retirement income that were relied on in the past are no longer sufficient.

As a result, many people recognize the need to supplement their retirement income with additional savings in order to retire the way they want.

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.

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. Individuals involved in the estate planning process should work with an estate planning team, including their own personal legal or tax counsel.

Participating whole life insurance from MassMutual offers a combination of protection, cash value accumulation, guarantees and income tax advantages that differentiate it from most other financial products.

A whole life insurance policy can be an effective way to accumulate additional funds for retirement because it offers:

- Permanent life insurance that can help protect your family while you are still working and saving for retirement.
- A systematic and disciplined approach to accumulating funds.
- Stable and consistent tax-deferred growth in cash values, which do not fluctuate based on changes in the financial markets.
- The option to take tax-favored distributions during retirement.<sup>1</sup>

The following is an illustration summary for a MassMutual whole life insurance policy based on your current situation.

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.

<sup>&</sup>lt;sup>1</sup> 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 59½.

# Valued Client Outlay and Benefit Summary

Policy: Whole Life 20 Pay

Insured: Male 45, Ultra Preferred Non-Tobacco

Initial Dividend Option: Paid-Up Additions

Initial Death Benefit: \$2,000,000 Initial Annualized Premium: \$64,560 Tax Bracket: 2 28%

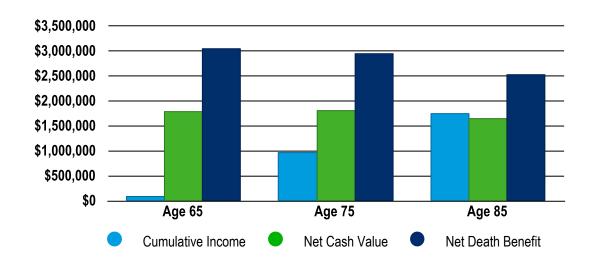
# **Illustrated Policy Benefits**

Cumulative Annual Premium: \$1,291,200

Initial Annual Retirement Income (after-tax): 3 \$87,000 @ age 65

Cumulative Retirement Income: 3 \$1,740,000 over 20 years

	Age 65	Age 75	Age 85
Cumulative Retirement Income <sup>3</sup>	\$87,000	\$957,000	\$1,740,000
Net Cash Value <sup>3,4</sup>	\$1,775,326	\$1,789,770	\$1,645,645
Net Death Benefit <sup>3,4</sup>	\$3,029,205	\$2,934,105	\$2,513,968



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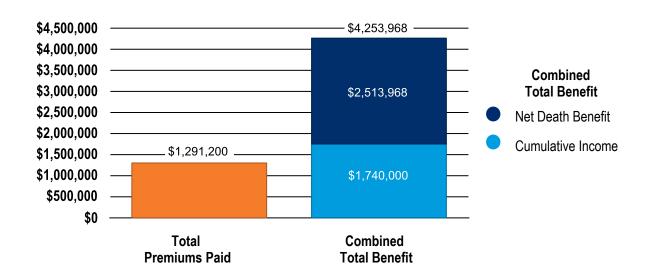
<sup>&</sup>lt;sup>2</sup> The tax bracket shown is an assumed rate. The actual rate(s) may differ and change from year to year.

<sup>&</sup>lt;sup>3</sup> These illustrated amounts are not guaranteed. They include dividends which are neither estimates nor guarantees, but are based on the 2023 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 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.)

<sup>4</sup> Net Cash Value and Net Death Benefit shown prior to current year's income distribution.

The following chart shows the total premiums you will pay and the benefits that you could receive assuming you purchase a policy today and live to age 85.

# Policy Benefits at Age 85



A whole life policy that you purchase today will help protect your family now and may help you enjoy a more secure and comfortable retirement many years from now.

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 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.

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CRN218060

# **Retirement Supplement**

With participating whole life insurance from Massachusetts Mutual Life Insurance Company (MassMutual)

#### Prepared for:

Valued Client

#### Presented by:

Life Sales and Distribution 1295 State Street Springfield, MA 01111

May 3, 2023

CRN218060

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.

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This supplemental life insurance concept illustration is not valid unless accompanied by or preceded by a Whole Life 20 Pay Basic Illustration. Refer to the Basic Illustration for quaranteed elements and other important information.

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Initial Death Benefit: \$2,000,000 Initial Premium: \$64,560.00

Owner Tax Bracket: 28%

Dividend Option(s): Paid-Up Additions

# Benefit Summary Retirement Supplement Using Whole Life Insurance

Initial Premium Payment of \$64,560

\$1,291,200 In Total up to Age 65

Can Provide

#### **Pre-Retirement Death Benefits**

\$2,296,942 at Age 55

\$3,029,205 at Age 65

#### Supplemental Retirement Income at Age 65

\$87,000 Initial Annual Retirement Income (after-tax)

Cumulative After-Tax Retirement Income of \$1,740,000 is paid over 20 years

#### Death Benefit at End of Specified Retirement Income Period

\$2,513,968 at Age 85

#### Values on this page are not guaranteed

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 2023 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.)

Tax Bracket(s) shown is an assumed rate. The actual rate(s) may differ and change from year to year.

This illustration is not valid unless accompanied by or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 20 Pay Basic Illustration dated 05/03/2023. Refer to the Basic Illustration for guaranteed elements, assumptions, explanations, and other important information.

**Prepared for:** Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution



Initial Death Benefit: \$2,000,000 Initial Premium: \$64,560.00

Owner Tax Bracket: 28%

Dividend Option(s): Paid-Up Additions

#### **Column Heading Definitions**

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

Annual Retirement Income The sum of

(After-Tax)

The sum of any policy loans and surrenders less any loan interest and taxes due on

surrenders to provide supplemental retirement income.

Combined Total Benefit The sum of the Cumulative Retirement Income and Net Death Benefit.

Cumulative Annual Premium Sum of Net Annual Premiums.

Cumulative Retirement Income Total Retirement Income (After-Tax) to date.

Net Annual Premium The annual Contract Premium, reduced by dividends if elected to reduce the

premium and adjusted for any Paid-Up Additions surrendered or loans taken.

Net Cash Value The surrender value at 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 The death benefit of the policy at 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.

Year The number of years the policy is assumed to have been in force.

**Prepared for:** Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution



Initial Death Benefit: \$2,000,000 Initial Premium: \$64,560.00

Owner Tax Bracket: 28%

Dividend Option(s): Paid-Up Additions

		Costs		Supplemental Retirement Income, Cash Value, and Death Benefit						
Year	Age End Year	Net Annual Premium	Cumulative Annual Premium	Annual Retirement Income (After-Tax)	Cumulative Retirement Income	Net Cash Value	Net Death Benefit	Combined Total Benefit		
1	46	64,560	64,560	0		20,140	2,019,855	2,019,855		
2	47	64,560	129,120	0	0	46,216	2,040,886	2,040,886		
3	48	64,560	193,680	0	0	105,086	2,063,223	2,063,223		
4	49	64,560	258,240	0	0	166,399	2,086,842	2,086,842		
5	50	64,560	322,800	0	0	230,423	2,112,065	2,112,065		
6	51	64,560	387,360	0	0	297,277	2,139,107	2,139,107		
7	52	64,560	451,920	0	0	368,384	2,171,069	2,171,069		
8	53	64,560	516,480	0	0	443,880	2,207,943	2,207,943		
9	54	64,560	581,040	0	0	524,087	2,249,900	2,249,900		
10	55	64,560	645,600	0	0	609,253	2,296,942	2,296,942		
11	56	64,560	710,160	0	0	699,439	2,348,824	2,348,824		
12	57	64,560	774,720	0	0	794,818	2,405,356	2,405,356		
13	58	64,560	839,280	0	0	895,589	2,466,552	2,466,552		
14	59	64,560	903,840	0	0	1,002,094	2,532,509	2,532,509		
15	60	64,560	968,400	0	0	1,114,599	2,603,371	2,603,371		
16	61	64,560	1,032,960	0	0	1,233,434	2,679,243	2,679,243		
17	62	64,560	1,097,520	0	0	1,358,488	2,759,537	2,759,537		
18	63	64,560	1,162,080	0	0	1,490,215	2,844,481	2,844,481		
19	64	64,560	1,226,640	0	0	1,629,050	2,934,397	2,934,397		
20	65	64,560	1,291,200	0	0	1,775,326	3,029,205	3,029,205		
21	66	0	1,291,200	87,000	87,000	1,778,282	3,028,841	3,115,841		
22	67	0	1,291,200	87,000	174,000	1,781,112	3,026,757	3,200,757		
23	68	0	1,291,200	87,000	261,000	1,783,753	3,022,812	3,283,812		
24	69	0	1,291,200	87,000	348,000	1,786,173	3,016,804	3,364,804		
25	70	0	1,291,200	87,000	435,000	1,788,309	3,008,645	3,443,645		
26	71	0	1,291,200	87,000	522,000	1,789,977	2,998,224	3,520,224		
27	72	0	1,291,200	87,000	609,000	1,791,174	2,985,614	3,594,614		
28	73	0	1,291,200	87,000	696,000	1,791,684	2,970,852	3,666,852		
29	74	0	1,291,200	87,000	783,000	1,791,293	2,953,734	3,736,734		
30	75	0	1,291,200	87,000	870,000	1,789,770	2,934,105	3,804,105		

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 2023 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.)

Tax Bracket(s) shown is an assumed rate. The actual rate(s) may differ and change from year to year.

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**Prepared for:** Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution



Initial Death Benefit: \$2,000,000 Initial Premium: \$64,560.00

Owner Tax Bracket: 28%

Dividend Option(s): Paid-Up Additions

		Costs		Supplemental Retirement Income, Cash Value, and Death Benefit						
Year	Age End Year	Net Annual Premium	Cumulative Annual Premium	Annual Retirement Income (After-Tax)	Cumulative Retirement Income	Net Cash Value	Net Death <u>Benefit</u>	Combined Total <u>Benefit</u>		
31	76	0	1,291,200	87,000	957,000	1,786,799	2,911,551	3,868,551		
32	77	0	1,291,200	87,000	1,044,000	1,782,284	2,885,854	3,929,854		
33	78	0	1,291,200	87,000	1,131,000	1,775,918	2,856,455	3,987,455		
34	79	0	1,291,200	87,000	1,218,000	1,767,406	2,822,936	4,040,936		
35	80	0	1,291,200	87,000	1,305,000	1,756,412	2,784,959	4,089,959		
36	81	0	1,291,200	87,000	1,392,000	1,742,462	2,742,094	4,134,094		
37	82	0	1,291,200	87,000	1,479,000	1,725,020	2,693,927	4,172,927		
38	83	0	1,291,200	87,000	1,566,000	1,703,509	2,639,778	4,205,778		
39	84	0	1,291,200	87,000	1,653,000	1,677,270	2,579,929	4,232,929		
40	85	0	1,291,200	87,000	1,740,000	1,645,645	2,513,968	4,253,968		
41	86	0	1,291,200	0	1,740,000	1,697,363	2,530,895	4,270,895		
42	87	0	1,291,200	0	1,740,000	1,746,061	2,545,157	4,285,157		
43	88	0	1,291,200	0	1,740,000	1,790,688	2,556,192	4,296,192		
44	89	0	1,291,200	0	1,740,000	1,830,082	2,563,400	4,303,400		
45	90	0	1,291,200	0	1,740,000	1,863,500	2,565,926	4,305,926		
46	91	0	1,291,200	0	1,740,000	1,890,043	2,562,887	4,302,887		
47	92	0	1,291,200	0	1,740,000	1,909,868	2,553,660	4,293,660		
48	93	0	1,291,200	0	1,740,000	1,923,248	2,537,243	4,277,243		
49	94	0	1,291,200	0	1,740,000	1,931,360	2,512,903	4,252,903		
50	95	0	1,291,200	0	1,740,000	1,936,088	2,479,215	4,219,215		
51	96	0	1,291,200	0	1,740,000	1,940,363	2,433,270	4,173,270		
52	97	0	1,291,200	0	1,740,000	1,947,947	2,375,357	4,115,357		
53	98	0	1,291,200	0	1,740,000	1,965,704	2,302,566	4,042,566		
54	99	0	1,291,200	0	1,740,000	2,005,812	2,210,591	3,950,591		
55	100	0	1,291,200	0	1,740,000	2,092,051	2,092,051	3,832,051		
56	101	0	1,291,200	0	1,740,000	2,224,978	2,224,978	3,964,978		
57	102	0	1,291,200	0	1,740,000	2,365,813	2,365,813	4,105,813		
58	103	0	1,291,200	0	1,740,000	2,515,021	2,515,021	4,255,021		
59	104	0	1,291,200	0	1,740,000	2,673,092	2,673,092	4,413,092		
60	105	0	1,291,200	0	1,740,000	2,840,546	2,840,546	4,580,546		

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 2023 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.)

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**Prepared for:** Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution



Initial Death Benefit: \$2,000,000 Initial Premium: \$64,560.00

Owner Tax Bracket: 28%

Dividend Option(s): Paid-Up Additions

	_	Costs		Supplemental Retirement Income, Cash Value, and Death Benefit							
Year	Age End Year	Net Annual Premium	Cumulative Annual Premium	Annual Retirement Income (After-Tax)	Cumulative Retirement Income	Net Cash Value	Net Death Benefit	Combined Total Benefit			
61	106	0	1,291,200	0	1,740,000	3,017,932	3,017,932	4,757,932			
62	107	0	1,291,200	0	1,740,000	3,205,833	3,205,833	4,945,833			
63	108	0	1,291,200	0	1,740,000	3,404,864	3,404,864	5,144,864			
64	109	0	1,291,200	0	1,740,000	3,615,677	3,615,677	5,355,677			
65	110	0	1,291,200	0	1,740,000	3,838,959	3,838,959	5,578,959			
66	111	0	1,291,200	0	1,740,000	4,075,440	4,075,440	5,815,440			
67	112	0	1,291,200	0	1,740,000	4,325,891	4,325,891	6,065,891			
68	113	0	1,291,200	0	1,740,000	4,591,126	4,591,126	6,331,126			
69	114	0	1,291,200	0	1,740,000	4,872,010	4,872,010	6,612,010			
70	115	0	1,291,200	0	1,740,000	5,169,453	5,169,453	6,909,453			
71	116	0	1,291,200	0	1,740,000	5,484,422	5,484,422	7,224,422			
72	117	0	1,291,200	0	1,740,000	5,817,937	5,817,937	7,557,937			
73	118	0	1,291,200	0	1,740,000	6,171,078	6,171,078	7,911,078			
74	119	0	1,291,200	0	1,740,000	6,544,987	6,544,987	8,284,987			
75	120	0	1,291,200	0	1,740,000	6,940,873	6,940,873	8,680,873			
76	121	0	1,291,200	0	1,740,000	7,360,012	7,360,012	9,100,012			

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 2023 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.)

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**Prepared for:** Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

# Whole Life 20 Pay

# Basic Life Insurance Illustration

# Prepared for:

Valued Client Male, Age 45

#### Presented by:

Life Sales and Distribution 1295 State Street Springfield, MA 01111

May 3, 2023

CRN: 284138

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Whole Life 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** 

Premium Payment Mode

Valued Client, Male, Age 45 Ultra Preferred Non-Tobacco

Annual

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 Limited Payment Whole Life with Premiums Payable for 20 Years **Policy** Whole Life Policy Generic Policy Name Policy Form Number ICC18-MMWL\* **MEC Status** Initial Base Dividend Option Paid-Up Additions

#### **Initial Premium Information**

Base Premium \$64,560.00 Accelerated Death Benefit for Terminal Illness Rider (No Premium Charge) Transfer of Insured Rider (No Premium Charge) **Total Initial Premium** \$64,560.00 Initial Coverage Information Base Policy Face Amount \$2,000,000.00

Total Initial Death Benefit \$2,000,000.00

<u>Dividends are not guaranteed</u> 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 20 Pay: Whole Life 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 20 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.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

MEC Limit: \$112,605.88 Prepared on: May 3, 2023 Version: MMD Web2023-05-01(MA)

<sup>\*</sup>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.



<u>IMPORTANT INFORMATION ABOUT DIVIDENDS</u> Whole Life 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 2023 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 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.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

Version: MMD Web2023-05-01(MA)

MEC Limit: \$112,605.88



#### **IMPORTANT INFORMATION ABOUT POLICY LOANS**

This illustration, using a 5.14% policy loan interest rate, is for a policy issued in Massachusetts on May 03, 2023. 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.

nterest Adjusted Cost (IAC) Comparison Index	_	Policy '	Year
		10	20
	Life Insurance Surrender Cost Index	\$9.24	\$6.79
	Life Insurance Net Payment Cost Index	\$27.11	\$23.67
	Equivalent Level Annual Dividend at 5%	\$5.17	\$8.61

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**

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

MEC Limit: \$112,605.88 Prepared on: May 3, 2023 Version: MMD Web2023-05-01(MA)



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:** 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.

**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.

**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.

Internal Rate of Return (%) End Year: The Internal Rate of Return (IRR) is the rate at which the out-of-pocket payments would accumulate each year to equal the policy value in this policy 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.

**Tax Equiv Internal Rate of Return (%) End Year:** The tax equivalent internal rate of return is the return that would have to be earned on a taxable asset to produce an amount equal to the death benefit under the policy.

**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.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

Version: MMD Web2023-05-01(MA)

MEC Limit: \$112,605.88

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**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.

<u>Premium Payment Options:</u> 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	I		Total Premium Per Year	Additional Charge (In Dollars)	Additional Charge (As the Annual Percentage Rate or APR)
Annual	\$64,560.00	1	\$64,560.00	\$0.00	-
Semi-Annual	\$33,035.35	2	\$66,070.70	\$1,510.70	9.6%
Quarterly	\$16,714.58	4	\$66,858.32	\$2,298.32	9.5%
Monthly	\$5,616.72	12	\$67,400.64	\$2,840.64	9.5%

<u>Consider Additional Coverage:</u> In some cases, the cost per unit of the Whole Life 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.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023



# **Numeric Summary and Signature Page**

<u>Dividends are not guaranteed</u> 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.

				Non-Guaranteed Values					
		Guaranteed	Values	Midpoint Assu	amptions	Current Assumptions			
	Contract Premium	Total Cash Value	Death Benefit	Total Cash Value	Death Benefit	Total Cash Value	Death Benefit		
Year 5	64,560	184,840	2,000,000	207,089	2,054,698	230,423	2,112,065		
Year 10	64,560	472,220	2,000,000	537,509	2,141,476	609,253	2,296,942		
Year 20	64,560	1,172,140	2,000,000	1,445,011	2,465,595	1,775,326	3,029,205		
Age 70	0	1,305,740	2,000,000	1,737,096	2,660,708	2,295,164	3,515,500		

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 illustrated are subject to change. I have made no statements that	
Agent	Date

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023



		Current Premiums							
Coverage	Face Amount	<u>Annually</u>	Semi-Annually	Quarterly	Monthly				
Base Policy Insurance	2,000,000	64,560.00	33,035.35	16,714.58	5,616.72				
Total Initial Modal Premium (Annualized)		64,560.00	66,070.70	66,858.32	67,400.64				

# **Tabular Values**

					Non-Guaranteed Values*						
Year	Age End <u>Year</u>	Contract <u>Premium</u>	Guaranteed Cash Value <u>End Year</u>	Guaranteed Death Benefit <u>End Year</u>	Annual Dividend End Year	Cash Value of Additions End Year	Total Cash Value <u>End Year</u>	Paid-Up Additions End Year	Total Death Benefit <u>End Year</u>	Total Paid-Up Insurance End Year	
1	46	64,560	12,840	2,000,000	7,300	7,300	20,140	19,855	2,019,855	54,777	
2	47	64,560	30,800	2,000,000	7,930	15,416	46,216	40,886	2,040,886	122,574	
3	48	64,560	80,640	2,000,000	8,637	24,446	105,086	63,223	2,063,223	271,772	
4	49	64,560	131,960	2,000,000	9,367	34,439	166,399	86,842	2,086,842	419,595	
5	50	64,560	184,840	2,000,000	10,260	45,583	230,423	112,065	2,112,065	566,485	
		,	201,010	_,,,,,,,,		,		,	_,,		
6	51	64,560	239,240	2,000,000	11,282	58,037	297,277	139,107	2,139,107	712,534	
7	52	64,560	295,180	2,000,000	13,677	73,204	368,384	171,069	2,171,069	860,870	
8	53	64,560	352,620	2,000,000	16,183	91,260	443,880	207,943	2,207,943	1,011,415	
9	54	64,560	411,620	2,000,000	18,883	112,467	524,087	249,900	2,249,900	1,164,509	
10	55	64,560	472,220	2,000,000	21,709	137,033	609,253	296,942	2,296,942	1,320,214	
		•	ŕ		ŕ	ŕ	ŕ	ŕ	· ·	, ,	
11	56	64,560	534,400	2,000,000	24,547	165,039	699,439	348,824	2,348,824	1,478,322	
12	57	64,560	598,220	2,000,000	27,418	196,598	794,818	405,356	2,405,356	1,638,799	
13	58	64,560	663,680	2,000,000	30,419	231,909	895,589	466,552	2,466,552	1,801,736	
14	59	64,560	730,860	2,000,000	33,595	271,234	1,002,094	532,509	2,532,509	1,967,396	
15	60	64,560	799,760	2,000,000	36,976	314,839	1,114,599	603,371	2,603,371	2,136,065	
				, ,							
16	61	64,560	870,440	2,000,000	40,547	362,994	1,233,434	679,243	2,679,243	2,308,029	
17	62	64,560	942,900	2,000,000	43,934	415,588	1,358,488	759,537	2,759,537	2,482,798	
18	63	64,560	1,017,280	2,000,000	47,571	472,935	1,490,215	844,481	2,844,481	2,660,955	
19	64	64,560	1,093,640	2,000,000	51,522	535,410	1,629,050	934,397	2,934,397	2,843,018	
20	65	64,560	1,172,140	2,000,000	55,564	603,186	1,775,326	1,029,205	3,029,205		
21	66	0	1,198,440	2,000,000	54,594	671,314	1,869,754	1,120,313	3,120,313		
22	67	0	1,224,960	2,000,000	57,627	743,797	1,968,757	1,214,402	3,214,402		
23	68	0	1,251,680	2,000,000	60,814	820,836	2,072,516	1,311,574	3,311,574		
24	69	0	1,278,620	2,000,000	64,127	902,629	2,181,249	1,411,880	3,411,880		
25	70	0	1,305,740	2,000,000	67,650	989,424	2,295,164	1,515,500	3,515,500		
26	71	0	1,332,940	2,000,000	71,382	1,081,416	2,414,356	1,622,603	3,622,603		
27	72	0	1,360,160	2,000,000	75,458	1,178,958	2,539,118	1,733,558	3,733,558		
28	73	0	1,387,240	2,000,000	79,873	1,282,304	2,669,544	1,848,712	3,848,712		
29	74	0	1,414,120	2,000,000	84,477	1,391,627	2,805,747	1,968,188	3,968,188		
30	75	0	1,440,720	2,000,000	89,314	1,507,118	2,947,838	2,092,174	4,092,174		

<sup>\*</sup>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 2023 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: Life Sales and Distribution

Prepared on: May 3, 2023



# **Tabular Values**

					Non-Guaranteed Values*					
<u>Year</u>	Age End <u>Year</u>	Contract <u>Premium</u>	Guaranteed Cash Value End Year	Guaranteed Death Benefit End Year	Annual Dividend End Year	Cash Value of Additions End Year	Total Cash Value <u>End Year</u>	Paid-Up Additions End Year	Total Death Benefit <u>End Year</u>	Total Paid-Up Insurance End Year
31	76	0	1,467,020	2,000,000	94,214	1,628,844	3,095,864	2,220,616	4,220,616	
32	77	0	1,493,040	2,000,000	99,332	1,757,067	3,250,107	2,353,677	4,353,677	
33	78	0	1,518,820	2,000,000	104,434	1,891,839	3,410,659	2,491,196	4,491,196	
34	79	0	1,544,360	2,000,000	109,632	2,033,284	3,577,644	2,633,174	4,633,174	
35	80	0	1,569,620	2,000,000	115,007	2,181,548	3,751,168	2,779,715	4,779,715	
36	81	0	1,594,540	2,000,000	120,497	2,336,681	3,931,221	2,930,853	4,930,853	
37	82	0	1,619,040	2,000,000	126,129	2,498,713	4,117,753	3,086,660	5,086,660	
38	83	0	1,643,120	2,000,000	131,703	2,667,579	4,310,699	3,246,968	5,246,968	
39	84	0	1,666,460	2,000,000	138,010	2,843,482	4,509,942	3,412,601	5,412,601	
40	85	0	1,688,980	2,000,000	144,500	3,026,408	4,715,388	3,583,711	5,583,711	
41	86	0	1,710,500	2,000,000	149,423	3,214,392	4,924,892	3,758,423	5,758,423	
42	87	0	1,730,880	2,000,000	155,915	3,408,605	5,139,485	3,938,580	5,938,580	
43	88	0	1,750,000	2,000,000	162,275	3,608,533	5,358,533	4,124,037	6,124,037	
44	89	0	1,767,740	2,000,000	168,461	3,813,574	5,581,314	4,314,633	6,314,633	
45	90	0	1,784,200	2,000,000	174,262	4,023,346	5,807,546	4,509,972	6,509,972	
46	91	0	1,799,440	2,000,000	179,661	4,237,373	6,036,813	4,709,657	6,709,657	
47	92	0	1,813,760	2,000,000	184,928	4,456,021	6,269,781	4,913,573	6,913,573	
48	93	0	1,827,560	2,000,000	189,776	4,679,701	6,507,261	5,121,256	7,121,256	
49	94	0	1,841,380	2,000,000	194,522	4,909,611	6,750,991	5,332,534	7,332,534	
50	95	0	1,856,060	2,000,000	198,637	5,147,389	7,003,449	5,546,576	7,546,576	
51	96	0	1,872,980	2,000,000	200,893	5,395,206	7,268,186	5,761,093	7,761,093	
	97						7,549,620			
52 53	98	0	1,892,840	2,000,000	204,367	5,656,780		5,977,029	7,977,029	
54	98		1,917,760	2,000,000	206,289	5,937,543	7,855,303	6,192,165	8,192,165	
55	100	0	1,951,260 2,000,000	2,000,000	205,614 199,745	6,246,876 6,602,660	8,198,136 8,602,660	6,402,915 6,602,660	8,402,915 8,602,660	
33	100	U	2,000,000	2,000,000	199,743	0,002,000	8,002,000	0,002,000	8,002,000	
56	101	0	2,000,000	2,000,000	467,573	7,070,233	9,070,233	7,070,233	9,070,233	
57	102	0	2,000,000	2,000,000	492,682	7,562,915	9,562,915	7,562,915	9,562,915	
58	103	0	2,000,000	2,000,000	519,139	8,082,053	10,082,053	8,082,053	10,082,053	
59	104	0	2,000,000	2,000,000	547,016	8,629,069	10,629,069	8,629,069	10,629,069	
60	105	0	2,000,000	2,000,000	576,391	9,205,460	11,205,460	9,205,460	11,205,460	

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

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

<sup>\*</sup>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 2023 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.)



# **Tabular Values**

					Non-Guaranteed Values*					
Year	Age End <u>Year</u>	Contract <u>Premium</u>	Guaranteed Cash Value End Year	Guaranteed Death Benefit End Year	Annual Dividend End Year	Cash Value of Additions End Year	Total Cash Value <u>End Year</u>	Paid-Up Additions End Year	Total Death Benefit <u>End Year</u>	Total Paid-Up Insurance End Year
61	106	0	2,000,000	2,000,000	607,343	9,812,804	11,812,804	9,812,804	11,812,804	
62	107	0	2,000,000	2,000,000	639,958	10,452,761	12,452,761	10,452,761	12,452,761	
63	108	0	2,000,000	2,000,000	674,323	11,127,084	13,127,084	11,127,084	13,127,084	
64	109	0	2,000,000	2,000,000	710,534	11,837,619	13,837,619	11,837,619	13,837,619	
65	110	0	2,000,000	2,000,000	748,690	12,586,309	14,586,309	12,586,309	14,586,309	
66	111	0	2,000,000	2,000,000	788,895	13,375,204	15,375,204	13,375,204	15,375,204	
67	112	0	2,000,000	2,000,000	831,258	14,206,462	16,206,462	14,206,462	16,206,462	
68	113	0	2,000,000	2,000,000	875,897	15,082,359	17,082,359	15,082,359	17,082,359	
69	114	0	2,000,000	2,000,000	922,933	16,005,292	18,005,292	16,005,292	18,005,292	
70	115	0	2,000,000	2,000,000	972,494	16,977,786	18,977,786	16,977,786	18,977,786	
71	116	0	2,000,000	2,000,000	1,024,717	18,002,503	20,002,503	18,002,503	20,002,503	
72	117	0	2,000,000	2,000,000	1,079,744	19,082,248	21,082,248	19,082,248	21,082,248	
73	118	0	2,000,000	2,000,000	1,137,727	20,219,974	22,219,974	20,219,974	22,219,974	
74	119	0	2,000,000	2,000,000	1,198,823	21,418,797	23,418,797	21,418,797	23,418,797	
75	120	0	2,000,000	2,000,000	1,263,199	22,681,996	24,681,996	22,681,996	24,681,996	
76	121	0	2,000,000	2,000,000	1,331,033	24,013,030	26,013,030	24,013,030	26,013,030	

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

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

<sup>\*</sup>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 2023 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.)



			Current Premiun	ıs	
Coverage	Face Amount	<u>Annually</u>	Semi-Annually	Quarterly	Monthly
Base Policy Insurance	2,000,000	64,560.00	33,035.35	16,714.58	5,616.72
Total Initial Modal Premium (Annualized)		64,560.00	66,070.70	66,858.32	67,400.64

# **Supplemental Values**

					• •	Non-Guarante	ed Values*				
<u>Year</u>	Age End <u>Year</u>	Annual <u>Outlay</u>	Annual <u>Loan</u>	Annual Net <u>Outlay</u>	Annual Dividend End Year	Basic Policy Cash Value End Year	Total Cash Value of Additions End Year	Total Outstanding Loan <u>End Year</u>	Net Cash Value <u>End Year</u>	Total Paid-Up Additions <u>End Year</u>	Net Death Benefit End Year
1	46	64,560	0	64,560	7,300	12,840	7,300	0	20,140	19,855	2,019,855
2	47	64,560	0	64,560	7,930	30,800	15,416	0	46,216	40,886	2,040,886
3	48	64,560	0	64,560	8,637	80,640	24,446	0	105,086	63,223	2,063,223
4	49	64,560	0	64,560	9,367	131,960	34,439	0	166,399	86,842	2,086,842
5	50	64,560	0	64,560	10,260	184,840	45,583	0	230,423	112,065	2,112,065
6	51	64,560	0	64,560	11,282	239,240	58,037	0	297,277	139,107	2,139,107
7	52	64,560	0	64,560	13,677	295,180	73,204	0	368,384	171,069	2,171,069
8	53	64,560	0	64,560	16,183	352,620	91,260	0	443,880	207,943	2,207,943
9	54	64,560	0	64,560	18,883	411,620	112,467	0	524,087	249,900	2,249,900
10	55	64,560	0	64,560	21,709	472,220	137,033	0	609,253	296,942	2,296,942
11	56	64,560	0	64,560	24,547	534,400	165,039	0	699,439	348,824	2,348,824
12	57	64,560	0	64,560	27,418	598,220	196,598	0	794,818	405,356	2,405,356
13	58	64,560	0	64,560	30,419	663,680	231,909	0	895,589	466,552	2,466,552
14	59	64,560	0	64,560	33,595	730,860	271,234	0	1,002,094	532,509	2,532,509
15	60	64,560	0	64,560	36,976	799,760	314,839	0	1,114,599	603,371	2,603,371
16	61	64,560	0	64,560	40,547	870,440	362,994	0	1,233,434	679,243	2,679,243
17	62	64,560	0	64,560	43,934	942,900	415,588	0	1,358,488	759,537	2,759,537
18	63	64,560	0	64,560	47,571	1,017,280	472,935	0	1,490,215	844,481	2,844,481
19	64	64,560	0	64,560	51,522	1,093,640	535,410	0	1,629,050	934,397	2,934,397
20	65	64,560	0	64,560	55,564	1,172,140	603,186	0	1,775,326	1,029,205	3,029,205
21	66	-87,000	87,000	-87,000	54,594	1,198,440	671,314	87,000	1,778,282	1,120,313	3,028,841
22	67	-87,000	91,472	-87,000	57,627	1,224,960	743,797	178,472	1,781,112	1,214,402	3,026,757
23	68	-87,000	96,173	-87,000	60,814	1,251,680	820,836	274,645	1,783,753	1,311,574	3,022,812
24	69	-87,000	101,117	-87,000	64,127	1,278,620	902,629	375,762	1,786,173	1,411,880	3,016,804
25	70	-87,000	106,314	-87,000	67,650	1,305,740	989,424	482,076	1,788,309	1,515,500	3,008,645
26	71	-87,000	111,779	-87,000	71,382	1,332,940	1,081,416	593,855	1,789,977	1,622,603	2,998,224
27	72	-87,000	117,524	-87,000	75,458	1,360,160	1,178,958	711,379	1,791,174	1,733,558	2,985,614
28	73	-87,000	123,565	-87,000	79,873	1,387,240	1,282,304	834,944	1,791,684	1,848,712	2,970,852
29	74	-87,000	129,916	-87,000	84,477	1,414,120	1,391,627	964,860	1,791,293	1,968,188	2,953,734
30	75	-87,000	136,594	-87,000	89,314	1,440,720	1,507,118	1,101,454	1,789,770	2,092,174	2,934,105

\*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 2023 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 05/03/2023. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023



# **Supplemental Values**

						Non-Guarante	ed Values*				
<u>Year</u>	Age End <u>Year</u>	Annual <u>Outlay</u>	Annual <u>Loan</u>	Annual Net <u>Outlay</u>	Annual Dividend End Year	Basic Policy Cash Value <u>End Year</u>	Total Cash Value of Additions End Year	Total Outstanding Loan <u>End Year</u>	Net Cash Value <u>End Year</u>	Total Paid-Up Additions End Year	Net Death Benefit End Year
31	76	-87,000	143,615	-87,000	94,214	1,467,020	1,628,844	1,245,069	1,786,799	2,220,616	2,911,551
32	77	-87,000	150,997	-87,000	99,332	1,493,040	1,757,067	1,396,065	1,782,284	2,353,677	2,885,854
33	78	-87,000	158,758	-87,000	104,434	1,518,820	1,891,839	1,554,823	1,775,918	2,491,196	2,856,455
34	79	-87,000	166,918	-87,000	109,632	1,544,360	2,033,284	1,721,741	1,767,406	2,633,174	2,822,936
35	80	-87,000	175,497	-87,000	115,007	1,569,620	2,181,548	1,897,238	1,756,412	2,779,715	2,784,959
36	81	-87,000	184,518	-87,000	120,497	1,594,540	2,336,681	2,081,756	1,742,462	2,930,853	2,742,094
37	82	-87,000	194,002	-87,000	126,129	1,619,040	2,498,713	2,275,759	1,725,020	3,086,660	2,693,927
38	83	-87,000	203,974	-87,000	131,703	1,643,120	2,667,579	2,479,733	1,703,509	3,246,968	2,639,778
39	84	-87,000	214,458	-87,000	138,010	1,666,460	2,843,482	2,694,191	1,677,270	3,412,601	2,579,929
40	85	-87,000	225,481	-87,000	144,500	1,688,980	3,026,408	2,919,672	1,645,645	3,583,711	2,513,968
41	86	0	150,071	0	149,423	1,710,500	3,214,392	3,069,743	1,697,363	3,758,423	2,530,895
42	87	0	157,785	0	155,915	1,730,880	3,408,605	3,227,528	1,746,061	3,938,580	2,545,157
43	88	0	165,895	0	162,275	1,750,000	3,608,533	3,393,423	1,790,688	4,124,037	2,556,192
44	89	0	174,422	0	168,461	1,767,740	3,813,574	3,567,845	1,830,082	4,314,633	2,563,400
45	90	0	183,387	0	174,262	1,784,200	4,023,346	3,751,232	1,863,500	4,509,972	2,565,926
46	91	0	192,813	0	179,661	1,799,440	4,237,373	3,944,046	1,890,043	4,709,657	2,562,887
47	92	0	202,724	0	184,928	1,813,760	4,456,021	4,146,770	1,909,868	4,913,573	2,553,660
48	93	0	213,144	0	189,776	1,827,560	4,679,701	4,359,914	1,923,248	5,121,256	2,537,243
49	94	0	224,100	0	194,522	1,841,380	4,909,611	4,584,013	1,931,360	5,332,534	2,512,903
50	95	0	235,618	0	198,637	1,856,060	5,147,389	4,819,631	1,936,088	5,546,576	2,479,215
51	96	0	247,729	0	200,893	1,872,980	5,395,206	5,067,360	1,940,363	5,761,093	2,433,270
52	97	0	260,462	0	200,893	1,892,840	5,656,780	5,327,823	1,940,303	5,977,029	2,433,270
53	98		273,850	0	206,289	1,917,760	5,937,543	5,601,673	1,947,947	6,192,165	2,373,337
54	99	0	287,926	0	205,614	1,917,760	6,246,876	5,889,599	2,005,812	6,402,915	2,302,366
55	100	0	302,725	0	199,745	2,000,000	6,602,660	6,192,324	2,092,051	6,602,660	2,092,051
33	100	U	302,723	U	199,743	2,000,000	0,002,000	0,192,324	2,092,031	0,002,000	2,092,031
56	101	0	318,285	0	467,573	2,000,000	7,070,233	6,510,610	2,224,978	7,070,233	2,224,978
57	102	0	334,645	0	492,682	2,000,000	7,562,915	6,845,255	2,365,813	7,562,915	2,365,813
58	103	0	351,846	0	519,139	2,000,000	8,082,053	7,197,101	2,515,021	8,082,053	2,515,021
59	104	0	369,931	0	547,016	2,000,000	8,629,069	7,567,032	2,673,092	8,629,069	2,673,092
60	105	0	388,945	0	576,391	2,000,000	9,205,460	7,955,978	2,840,546	9,205,460	2,840,546

\*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 2023 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 05/03/2023. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023



# **Supplemental Values**

						Non-Guarante	ed Values*				
<u>Year</u>	Age End <u>Year</u>	Annual <u>Outlay</u>	Annual <u>Loan</u>	Annual Net <u>Outlay</u>	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
61	106	0	408,937	0	607,343	2,000,000	9,812,804	8,364,915	3,017,932	9,812,804	3,017,932
62	107	0	429,957	0	639,958	2,000,000	10,452,761	8,794,871	3,205,833	10,452,761	3,205,833
63	108	0	452,056	0	674,323	2,000,000	11,127,084	9,246,928	3,404,864	11,127,084	3,404,864
64	109	0	475,292	0	710,534	2,000,000	11,837,619	9,722,220	3,615,677	11,837,619	3,615,677
65	110	0	499,722	0	748,690	2,000,000	12,586,309	10,221,942	3,838,959	12,586,309	3,838,959
66	111	0	525,408	0	788,895	2,000,000	13,375,204	10,747,350	4,075,440	13,375,204	4,075,440
67	112	0	552,414	0	831,258	2,000,000	14,206,462	11,299,764	4,325,891	14,206,462	4,325,891
68	113	0	580,808	0	875,897	2,000,000	15,082,359	11,880,572	4,591,126	15,082,359	4,591,126
69	114	0	610,661	0	922,933	2,000,000	16,005,292	12,491,233	4,872,010	16,005,292	4,872,010
70	115	0	642,049	0	972,494	2,000,000	16,977,786	13,133,282	5,169,453	16,977,786	5,169,453
71	116	0	675,051	0	1,024,717	2,000,000	18,002,503	13,808,333	5,484,422	18,002,503	5,484,422
72	117	0	709,748	0	1,079,744	2,000,000	19,082,248	14,518,081	5,817,937	19,082,248	5,817,937
73	118	0	746,229	0	1,137,727	2,000,000	20,219,974	15,264,311	6,171,078	20,219,974	6,171,078
74	119	0	784,586	0	1,198,823	2,000,000	21,418,797	16,048,896	6,544,987	21,418,797	6,544,987
75	120	0	824,913	0	1,263,199	2,000,000	22,681,996	16,873,810	6,940,873	22,681,996	6,940,873
76	121	0	867,314	0	1,331,033	2,000,000	24,013,030	17,741,123	7,360,012	24,013,030	7,360,012

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 05/03/2023. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

<sup>\*</sup>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 2023 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.)



#### Internal Rate of Return on Cash Value

			Non-Guaranteed Values*	
<u>Year</u>	Age End <u>Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Internal Rate of Return(%) <u>End Year</u>
1	46	64,560	20,140	-68.80
2	47	64,560	46,216	-51.72
3	48	64,560	105,086	-27.60
4	49	64,560	166,399	-16.83
5	50	64,560	230,423	-11.03
6	51	64,560	297,277	-7.52
7	52	64,560	368,384	-5.11
8	53	64,560	443,880	-3.38
9	54	64,560	524,087	-2.07
10	55	64,560	609,253	-1.06
		,	,	
11	56	64,560	699,439	-0.25
12	57	64,560	794,818	0.39
13	58	64,560	895,589	0.92
14	59	64,560	1,002,094	1.37
15	60	64,560	1,114,599	1.74
10		0.,000	1,11 1,077	11, 1
16	61	64,560	1,233,434	2.06
17	62	64,560	1,358,488	2.33
18	63	64,560	1,490,215	2.56
19	64	64,560	1,629,050	2.76
20	65	64,560	1,775,326	2.94
		,	, ,	
21	66	-87,000	1,778,282	3.12
22	67	-87,000	1,781,112	3.27
23	68	-87,000	1,783,753	3.39
24	69	-87,000	1,786,173	3.49
25	70	-87,000	1,788,309	3.58

The Internal Rate of Return is a measure that can be used to evaluate performance and is based on the current dividend schedule. It is the amount at which outlays (out-of-pocket costs) up to that year must be compounded each year to generate the Net Cash Value. For example, you would have to earn 4.06% on your investment in order to equal the Net Cash Value from the proposed Whole Life 20 Pay over 76 years.

\*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 2023 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.)

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Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

**MEC Limit:** \$112,605.88

Version: MMD Web2023-05-01(MA)



#### Internal Rate of Return on Cash Value

			Non-Guaranteed Values*	
Year	Age End <u>Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Internal Rate of Return(%) End Year
26	71	-87,000	1,789,977	3.65
27	72	-87,000	1,791,174	3.71
28	73	-87,000	1,791,684	3.76
29	74	-87,000	1,791,293	3.81
30	75	-87,000	1,789,770	3.85
50	,,,	57,000	1,700,770	2102
31	76	-87,000	1,786,799	3.88
32	77	-87,000	1,782,284	3.91
33	78	-87,000	1,775,918	3.93
34	79	-87,000	1,767,406	3.94
35	80	-87,000	1,756,412	3.96
		,	, ,	
36	81	-87,000	1,742,462	3.97
37	82	-87,000	1,725,020	3.97
38	83	-87,000	1,703,509	3.97
39	84	-87,000	1,677,270	3.97
40	85	-87,000	1,645,645	3.96
41	86	0	1,697,363	3.95
42	87	0	1,746,061	3.93
43	88	0	1,790,688	3.91
44	89	0	1,830,082	3.89
45	90	0	1,863,500	3.86
46	91	0	1,890,043	3.82
47	92	0	1,909,868	3.78
48	93	0	1,923,248	3.74
49	94	0	1,931,360	3.70
50	95	0	1,936,088	3.66

The Internal Rate of Return is a measure that can be used to evaluate performance and is based on the current dividend schedule. It is the amount at which outlays (out-of-pocket costs) up to that year must be compounded each year to generate the Net Cash Value. For example, you would have to earn 4.06% on your investment in order to equal the Net Cash Value from the proposed Whole Life 20 Pay over 76 years.

\*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 2023 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.)

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Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

**Prepared on:** May 3, 2023 **Version:** MMD Web2023-05-01(MA)

**MEC Limit:** \$112,605.88



#### Internal Rate of Return on Cash Value

			Non-Guaranteed Values*	
<u>Year</u>	Age End <u>Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Internal Rate of Return(%) <u>End Year</u>
51	96	0	1,940,363	3.61
52	97	0	1,947,947	3.57
53	98	0	1,965,704	3.54
54	99	0	2,005,812	3.52
55	100	0	2,092,051	3.53
56	101	0	2,224,978	3.57
57	102	0	2,365,813	3.60
58	103	0	2,515,021	3.63
59	104	0	2,673,092	3.66
60	105	0	2,840,546	3.68
61	106	0	3,017,932	3.71
62	107	0	3,205,833	3.74
63	108	0	3,404,864	3.77
64	109	0	3,615,677	3.79
65	110	0	3,838,959	3.82
66	111	0	4,075,440	3.84
67	112	0	4,325,891	3.87
68	113	0	4,591,126	3.89
69	114	0	4,872,010	3.91
70	115	0	5,169,453	3.94
71	116	0	5,484,422	3.96
72	117	0	5,817,937	3.98
73	118	0	6,171,078	4.00
74	119	0	6,544,987	4.02
75	120	0	6,940,873	4.04
76	121	0	7,360,012	4.06

The Internal Rate of Return is a measure that can be used to evaluate performance and is based on the current dividend schedule. It is the amount at which outlays (out-of-pocket costs) up to that year must be compounded each year to generate the Net Cash Value. For example, you would have to earn 4.06% on your investment in order to equal the Net Cash Value from the proposed Whole Life 20 Pay over 76 years.

\*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 2023 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 05/03/2023. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

**Prepared on:** May 3, 2023 **Version:** MMD Web2023-05-01(MA)

**MEC Limit:** \$112,605.88



## Internal Rate of Return on Death Benefit

			Non-Guaranteed Values*				
<u>Year</u>	Age End <u>Year</u>	Annual Net <u>Outlay</u>	Net Death Benefit <u>End Year</u>	Internal Rate of Return(%) <u>End Year</u>	Tax Equiv Internal Rate Of Return(%) <u>End Year</u> l		
1	46	64,560	2,019,855	3,028.65	4,206.46		
2	47	64,560	2,040,886	414.47	575.65		
3	48	64,560	2,063,223	177.88	247.06		
4	49	64,560	2,086,842	104.61	145.29		
5	50	64,560	2,112,065	70.88	98.44		
6	51	64,560	2,139,107	52.01	72.24		
7	52	64,560	2,171,069	40.19	55.82		
8	53	64,560	2,207,943	32.20	44.72		
9	54	64,560	2,249,900	26.51	36.82		
10	55	64,560	2,296,942	22.30	30.97		
		,	, ,				
11	56	64,560	2,348,824	19.09	26.51		
12	57	64,560	2,405,356	16.57	23.01		
13	58	64,560	2,466,552	14.57	20.24		
14	59	64,560	2,532,509	12.94	17.97		
15	60	64,560	2,603,371	11.61	16.13		
		V 1,000	_,,,,,,,,,				
16	61	64,560	2,679,243	10.51	14.60		
17	62	64,560	2,759,537	9.58	13.31		
18	63	64,560	2,844,481	8.80	12.22		
19	64	64,560	2,934,397	8.14	11.31		
20	65	64,560	3,029,205	7.57	10.51		
21	66	-87,000	3,028,841	7.23	10.04		
22	67	-87,000	3,026,757	6.95	9.65		
23	68	-87,000	3,022,812	6.70	9.31		
24	69	-87,000	3,016,804	6.48	9.00		
25	70	-87,000	3,008,645	6.29	8.74		

The Internal Rate of Returns are a measure that can be used to evaluate performance and is based on the current dividend schedule. They are an amount at which outlays (out-of-pocket costs) up to that year must be compounded each year to generate the Net Death Benefit. For example, you would have to earn 4.06% on your investment (5.64% on a taxable asset) in order to equal the Net Death Benefit from the proposed Whole Life 20 Pay over 76 years.

\*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 2023 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.)

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Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

<sup>&</sup>lt;sup>1</sup>The assumed tax rate is 28%.



## Internal Rate of Return on Death Benefit

			Non-Guaranteed Values*				
<u>Year</u>	Age End <u>Year</u>	Annual Net <u>Outlay</u>	Net Death Benefit <u>End Year</u>	Internal Rate of Return(%) <u>End Year</u>	Tax Equiv Internal Rate Of Return(%) <u>End Year</u> <sup>1</sup>		
26	71	-87,000	2,998,224	6.12	8.50		
27	72	-87,000	2,985,614	5.96	8.28		
28	73	-87,000	2,970,852	5.82	8.08		
29	74	-87,000	2,953,734	5.69	7.90		
30	75	-87,000	2,934,105	5.57	7.74		
	, -	2,,,,,	-,,-,,-,-		,,,,		
31	76	-87,000	2,911,551	5.47	7.60		
32	77	-87,000	2,885,854	5.36	7.44		
33	78	-87,000	2,856,455	5.27	7.32		
34	79	-87,000	2,822,936	5.18	7.19		
35	80	-87,000	2,784,959	5.09	7.07		
		,	, ,				
36	81	-87,000	2,742,094	5.01	6.96		
37	82	-87,000	2,693,927	4.93	6.85		
38	83	-87,000	2,639,778	4.85	6.74		
39	84	-87,000	2,579,929	4.78	6.64		
40	85	-87,000	2,513,968	4.70	6.53		
41	86	0	2,530,895	4.63	6.43		
42	87	0	2,545,157	4.56	6.33		
43	88	0	2,556,192	4.49	6.24		
44	89	0	2,563,400	4.42	6.14		
45	90	0	2,565,926	4.35	6.04		
46	91	0	2,562,887	4.28	5.94		
47	92	0	2,553,660	4.21	5.85		
48	93	0	2,537,243	4.14	5.75		
49	94	0	2,512,903	4.07	5.65		
50	95	0	2,479,215	3.99	5.54		

The Internal Rate of Returns are a measure that can be used to evaluate performance and is based on the current dividend schedule. They are an amount at which outlays (out-of-pocket costs) up to that year must be compounded each year to generate the Net Death Benefit. For example, you would have to earn 4.06% on your investment (5.64% on a taxable asset) in order to equal the Net Death Benefit from the proposed Whole Life 20 Pay over 76 years.

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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 05/03/2023. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

<sup>&</sup>lt;sup>1</sup>The assumed tax rate is 28%.



## Internal Rate of Return on Death Benefit

			Non-Guaranteed Values*				
<u>Year</u>	Age End <u>Year</u>	Annual Net <u>Outlay</u>	Net Death Benefit <u>End Year</u>	Internal Rate of Return(%) <u>End Year</u>	Tax Equiv Internal Rate Of Return(%) <u>End Year</u> <sup>1</sup>		
51	96	0	2,433,270	3.91	5.43		
52	97	0	2,375,357	3.83	5.32		
53	98	0	2,302,566	3.74	5.19		
54	99	0	2,210,591	3.64	5.06		
55	100	0	2,092,051	3.53	4.90		
56	101	0	2,224,978	3.57	4.96		
57	102	0	2,365,813	3.60	5.00		
58	103	0	2,515,021	3.63	5.04		
59	104	0	2,673,092	3.66	5.08		
60	105	0	2,840,546	3.68	5.11		
61	106	0	3,017,932	3.71	5.15		
62	107	0	3,205,833	3.74	5.19		
63	108	0	3,404,864	3.77	5.24		
64	109	0	3,615,677	3.79	5.26		
65	110	0	3,838,959	3.82	5.31		
66	111	0	4,075,440	3.84	5.33		
67	112	0	4,325,891	3.87	5.38		
68	113	0	4,591,126	3.89	5.40		
69	114	0	4,872,010	3.91	5.43		
70	115	0	5,169,453	3.94	5.47		
71	116	0	5,484,422	3.96	5.50		
72	117	0	5,817,937	3.98	5.53		
73	118	0	6,171,078	4.00	5.56		
74	119	0	6,544,987	4.02	5.58		
75	120	0	6,940,873	4.04	5.61		
76	121	0	7,360,012	4.06	5.64		

The Internal Rate of Returns are a measure that can be used to evaluate performance and is based on the current dividend schedule. They are an amount at which outlays (out-of-pocket costs) up to that year must be compounded each year to generate the Net Death Benefit. For example, you would have to earn 4.06% on your investment (5.64% on a taxable asset) in order to equal the Net Death Benefit from the proposed Whole Life 20 Pay over 76 years.

\*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 2023 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 05/03/2023. Refer to the Basic Life Insurance Illustration for guaranteed elements and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

<sup>&</sup>lt;sup>1</sup>The assumed tax rate is 28%.



The ability to borrow against the policy is one of the many benefits your whole life policy offers. While loans can be an attractive policy feature it's important to understand how a change in loan interest rate can affect the overall performance of the policy. The table below shows the illustrated loan rate used in this illustration and two additional higher loan rates so you can see the impact an increase in the loan interest rate can have on cash value, death benefit, net outlays and amounts available for distribution. In the examples below you may see a need to make additional payments in future years to keep the policy in force.

The current Adjustable Loan Rate for this policy is 5.14% and may change on each policy anniversary date.

Example 1: Illustrated Loan Interest Rate - uses an adjustable loan interest rate of 5.14%.

Example 2: This is the Illustrated Loan Interest Rate increased by 0.50%. Example 3: This is the Illustrated Loan Interest Rate increased by 1.00%.

		Example 1: Loan Interest Rate 5.14%			Loan I	Example 2:	5.64%	Example 3: Loan Interest Rate 6.14%			
Year	Age End Year	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Net Death Benefit <u>End Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Net Death Benefit <u>End Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Net Death Benefit <u>End Year</u>	
1	46	64,560	20,140	2,019,855	64,560	20,140	2,019,855	64,560	20,140	2,019,855	
2	47	64,560	46,216	2,040,886	64,560	46,216	2,040,886	64,560	46,216	2,040,886	
3	48	64,560	105,086	2,063,223	64,560	105,086	2,063,223	64,560	105,086	2,063,223	
4	49	64,560	166,399	2,086,842	64,560	166,399	2,086,842	64,560	166,399	2,086,842	
5	50	64,560	230,423	2,112,065	64,560	230,423	2,112,065	64,560	230,423	2,112,065	
6	51	64,560	297,277	2,139,107	64,560	297,277	2,139,107	64,560	297,277	2,139,107	
7	52	64,560	368,384	2,171,069	64,560	368,384	2,171,069	64,560	368,384	2,171,069	
8	53	64,560	443,880	2,207,943	64,560	443,880	2,207,943	64,560	443,880	2,207,943	
9	54	64,560	524,087	2,249,900	64,560	524,087	2,249,900	64,560	524,087	2,249,900	
10	55	64,560	609,253	2,296,942	64,560	609,253	2,296,942	64,560	609,253	2,296,942	
11	56	64,560	699,439	2,348,824	64,560	699,439	2,348,824	64,560	699,439	2,348,824	
12	57	64,560	794,818	2,405,356	64,560	794,818	2,405,356	64,560	794,818	2,405,356	
13	58	64,560	895,589	2,466,552	64,560	895,589	2,466,552	64,560	895,589	2,466,552	
14	59	64,560	1,002,094	2,532,509	64,560	1,002,094	2,532,509	64,560	1,002,094	2,532,509	
15	60	64,560	1,114,599	2,603,371	64,560	1,114,599	2,603,371	64,560	1,114,599	2,603,371	

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 2023 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.

This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 20 Pay Basic Life Insurance Illustration dated 05/03/2023. Refer to the Basic Illustration for guaranteed elements, assumptions, explanations and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023

**MEC Limit:** \$112,605.88

Version: MMD Web2023-05-01(MA)



		Example 1: Loan Interest Rate 5.14%			Loan li	Example 2:	5.64%	Example 3: Loan Interest Rate 6.14%			
			Net	Net	t Net Net				Net	Net	
	Age	Annual	Cash	Death	Annual	Cash	Death	Annual	Cash	Death	
Year	End Year	Net Outlay	Value End Year	Benefit End Year	Net Outlay	Value <u>End Year</u>	Benefit End Year	Net Outlay	Value End Year	Benefit End Year	
16	61	64,560	1,233,434	2,679,243	64,560	1,233,434	2,679,243	64,560	1,233,434	2,679,243	
17	62	-									
18	63	64,560	1,358,488	2,759,537	64,560	1,358,488	2,759,537	64,560	1,358,488	2,759,537	
		64,560	1,490,215	2,844,481	64,560	1,490,215	2,844,481	64,560	1,490,215	2,844,481	
19	64	64,560	1,629,050	2,934,397	64,560	1,629,050	2,934,397	64,560	1,629,050	2,934,397	
20	65	64,560	1,775,326	3,029,205	64,560	1,775,326	3,029,205	64,560	1,775,326	3,029,205	
21	66	-87,000	1,778,282	3,028,841	-87,000	1,777,847	3,028,406	-87,000	1,777,412	3,027,971	
22	67	-87,000	1,781,112	3,026,757	-87,000	1,779,760	3,025,405	-87,000	1,778,403	3,024,049	
23	68	-87,000	1,783,753	3,022,812	-87,000	1,780,952	3,020,011	-87,000	1,778,133	3,017,191	
24	69	-87,000	1,786,173	3,016,804	-87,000	1,781,335	3,020,011	-87,000	1,776,449	3,007,081	
25	70	-87,000	1,788,309	3,008,645	-87,000	1,780,788	3,001,123	-87,000	1,773,168	2,993,503	
23	70	-07,000	1,700,507	3,000,043	-87,000	1,700,700	3,001,123	-67,000	1,773,100	2,773,303	
26	71	-87,000	1,789,977	2,998,224	-87,000	1,779,063	2,987,309	-87,000	1,767,968	2,976,215	
27	72	-87,000	1,791,174	2,985,614	-87,000	1,776,087	2,970,527	-87,000	1,760,699	2,955,139	
28	73	-87,000	1,791,684	2,970,852	-87,000	1,771,571	2,950,739	-87,000	1,750,988	2,930,157	
29	74	-87,000	1,791,293	2,953,734	-87,000	1,765,222	2,927,663	-87,000	1,738,451	2,900,892	
30	75	-87,000	1,789,770	2,934,105	-87,000	1,756,720	2,901,056	-87,000	1,722,668	2,867,004	
31	76	-87,000	1,786,799	2,911,551	-87,000	1,745,660	2,870,412	-87,000	1,703,127	2,827,879	
32	77	-87,000	1,782,284	2,885,854	-87,000	1,731,844	2,835,414	-87,000	1,679,513	2,783,083	
33	78	-87,000	1,775,918	2,856,455	-87,000	1,714,860	2,795,397	-87,000	1,651,289	2,731,826	
34	79	-87,000	1,767,406	2,822,936	-87,000	1,694,295	2,749,825	-87,000	1,617,907	2,673,437	
35	80	-87,000	1,756,412	2,784,959	-87,000	1,669,692	2,698,239	-87,000	1,578,762	2,607,309	
36	81	-87,000	1,742,462	2,742,094	-87,000	1,640,442	2,640,074	-87,000	1,533,087	2,532,718	
37	82	-87,000	1,725,020	2,693,927	-87,000	1,605,868	2,574,774	-87,000	1,480,032	2,448,938	
38	83	-87,000	1,703,509	2,639,778	-87,000	1,565,237	2,501,506	-87,000	1,418,680	2,354,949	
39	84	-87,000	1,677,270	2,579,929	-87,000	1,517,729	2,420,388	-87,000	1,348,011	2,250,670	
40	85	-87,000	1,645,645	2,513,968	-87,000	1,462,507	2,330,830	-87,000	1,266,973	2,135,296	

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 2023 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.

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Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023



		Example 1: Loan Interest Rate 5.14%			Example 2: Loan Interest Rate 5.64%			Example 3: Loan Interest Rate 6.14%		
		Net Net		Net Net			Net Net			
	Age	Annual	Cash	Death	Annual	Cash	Death	Annual	Cash	Death
37	End	Net	Value	Benefit	Net	Value	Benefit	Net	Value	Benefit
Year	Year	<u>Outlay</u>	End Year	End Year	<u>Outlay</u>	End Year	End Year	<u>Outlay</u>	End Year	End Year
41	86	0	1,697,363	2,530,895	0	1,488,548	2,322,080	0	1,264,744	2,098,275
42	87	0	1,746,061	2,545,157	0	1,509,331	2,308,427	0	1,254,604	2,053,699
43	88	0	1,790,688	2,556,192	0	1,523,639	2,289,143	0	1,235,120	2,000,624
44	89	0	1,830,082	2,563,400	0	1,530,133	2,263,451	0	1,204,724	1,938,042
45	90	0	1,863,500	2,565,926	0	1,527,878	2,230,304	0	1,162,233	1,864,659
					. 1			. 1		
46	91	0	1,890,043	2,562,887	0	1,515,771	2,188,615	0	1,106,277	1,779,122
47	92	0	1,909,868	2,553,660	0	1,493,753	2,137,545	0	1,036,511	1,680,303
48	93	0	1,923,248	2,537,243	0	1,461,865	2,075,860	0	952,669	1,566,663
49	94	0	1,931,360	2,512,903	0	1,421,034	2,002,578	0	855,346	1,436,890
50	95	0	1,936,088	2,479,215	0	1,372,882	1,916,009	0	745,811	1,288,938
51	96	0	1,940,363	2,433,270	0	1,320,055	1,812,962	0	626,330	1,119,237
52	97	0	1,947,947	2,375,357	0	1,266,015	1,693,424	0	499,954	927,363
53	98	0	1,965,704	2,302,566	0	1,217,302	1,554,164	0	372,787	709,649
54	99	0	2,005,812	2,210,591	0	1,185,752	1,390,531	0	256,193	460,972
55	100	0	2,092,051	2,092,051	0	1,194,778	1,194,778	25,120	199,745	199,745
						I				
56	101	0	2,224,978	2,224,978	0	1,244,547	1,244,547	297,902	467,573	467,573
57	102	0	2,365,813	2,365,813	0	1,295,859	1,295,859	57,123	492,682	492,682
58	103	0	2,515,021	2,515,021	0	1,348,736	1,348,736	60,515	519,139	519,139
59	104	0	2,673,092	2,673,092	0	1,403,193	1,403,193	64,089	547,016	547,016
60	105	0	2,840,546	2,840,546	0	1,459,245	1,459,245	67,855	576,391	576,391
61	106	0	3,017,932	3,017,932	0	1,516,901	1,516,901	71,824	607,343	607,343
62	107	0	3,205,833	3,205,833	0	1,576,170	1,576,170	76,005	639,958	639,958
63	108	0	3,404,864	3,404,864	0	1,637,054	1,637,054	80,411	674,323	674,323
64	109	0	3,615,677	3,615,677	0	1,699,550	1,699,550	85,054	710,534	710,534
65	110	0	3,838,959	3,838,959	0	1,763,653	1,763,653	89,946	748,690	748,690

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 2023 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.

This illustration is not valid unless accompanied or preceded by a Massachusetts Mutual Life Insurance Company Whole Life 20 Pay Basic Life Insurance Illustration dated 05/03/2023. Refer to the Basic Illustration for guaranteed elements, assumptions, explanations and other important information.

Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

Prepared on: May 3, 2023



		Example 1: Loan Interest Rate 5.14%			Example 2: Loan Interest Rate 5.64%			Example 3: Loan Interest Rate 6.14%		
Year	Age End Year	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Net Death Benefit <u>End Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Net Death Benefit <u>End Year</u>	Annual Net <u>Outlay</u>	Net Cash Value <u>End Year</u>	Net Death Benefit <u>End Year</u>
66	111	0	4,075,440	4,075,440	0	1,829,350	1,829,350	95,101	788,895	788,895
67	112	0	4,325,891	4,325,891	0	1,896,623	1,896,623	100,532	831,258	831,258
68	113	0	4,591,126	4,591,126	0	1,965,445	1,965,445	106,255	875,897	875,897
69	114	0	4,872,010	4,872,010	0	2,035,783	2,035,783	112,285	922,933	922,933
70	115	0	5,169,453	5,169,453	0	2,107,597	2,107,597	118,640	972,494	972,494
71	116	0	5,484,422	5,484,422	0	2,180,836	2,180,836	125,335	1,024,717	1,024,717
72	117	0	5,817,937	5,817,937	0	2,255,438	2,255,438	132,390	1,079,744	1,079,744
73	118	0	6,171,078	6,171,078	0	2,331,333	2,331,333	139,824	1,137,727	1,137,727
74	119	0	6,544,987	6,544,987	0	2,408,436	2,408,436	147,657	1,198,823	1,198,823
75	120	0	6,940,873	6,940,873	0	2,486,651	2,486,651	155,911	1,263,199	1,263,199
76	121	0	7,360,012	7,360,012	0	2,565,867	2,565,867	164,608	1,331,033	1,331,033

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 2023 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.

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Prepared for: Valued Client (Male, 45, Ultra Preferred Non-Tobacco)

Presented by: Life Sales and Distribution

**MEC Limit:** \$112,605.88 Prepared on: May 3, 2023 Version: MMD Web2023-05-01(MA) Name: Valued Client M/45

Company/ Product: MMD/ WL 20

#### MassMutual Designs Warning(s)

• You have not chosen the Waiver of Premium (WP) Rider for your client on their Retirement Supplement illustration. We encourage you to consider adding the WP rider, if available for your client, to improve your client's protection. In the event of total disability this rider will waive their premium ensuring their cash value continues to grow and that their policy stays inforce.

## **Client Input Summary**

Client Input Sumr	nary
Company: MMD	May 3, 2023
Product: WL 20	
Insured	
Coverpath	N
First Name	Valued
Last Name	Client
Sex	Male
Issue Age	45
Class	Ultra Prfd Non-Tobacco
Contract State	Massachusetts
Executive Compensation	N
Design	
Design	Base
Premium Mode	Annual
Dividend Option	1 to 76 - Paid-Up Additions
Dividend Rate	1 to 76 - Current
Loan Rate	Adjustable
1st Rate Increase	0.50
2nd Rate Increase	1.00
Outlay Type	Leve
Single Payment Program [SPP]	Leve
1035 Exchange	N
Options	1
Product Type	Non-Qualified
Policy Owner	Insured
Optimize Face Amount to Best Band	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	
Disbursements	N
Reports	
New Business Report	N
Short Form	N
Outlay	N
Cash Value Increase	N
Cash Value Increase (with one year ROR)	N

#### **Client Input Summary**

Company: MMD May 3, 2023

Product: WL 20

#### Reports

Monthly Life Income Option/Paid-Up Insurance Ν Monthly Life Income Option/Paid-Up Insurance (with one year Ν ROR) Internal Rate of Return on Cash Value Internal Rate of Return on Death Benefit MassMutual Dividends Revised Illustration Ν Convert Basic Illustration 'Wealth In Motion®' Ν Retirement Supplement

#### **Agent Info**

Agent First Name Life Agent Last Name Sales and Distribution 1295 State Street Agent Address1 Agent City Springfield Agent State Massachusetts Agent Zip Code 01111 Bank Sale Ν

#### Concept

Concept Retirement Supplement Owner Tax Bracket 1 to 76 - 28

Retirement Age 65

Plan Selection Defined Contribution - Specified Initial Death Benefit

Initial Death Benefit Amount 1 to 76 - 2,000,000

Planned Income Stream Specified Income Amount

Specified Income Amount 1 to 76 - 87,000

**Premium Duration** To Retirement

**Benefit Duration** Specified Number of Years

Year/Age 20

Income Option Loans

Loan Interest Option Borrow from Policy