

How Does MassMutual Compensate for Product Sales?

Financial Professionals representing MassMutual (agents and brokers) work with you to:

- Understand your current situation and determine your specific needs,
- Create a personalized strategy,
- Execute transactions and, most importantly,
- Maintain a long-term relationship to help you realize your dreams.

We provide a variety of products and services to help you solve today's problems and to prepare for the future.

There are several ways in which we compensate agents and brokers for the placement of insurance, on your behalf, with MassMutual. The primary component of this compensation is a commission, which is calculated based on detailed commission schedules. Generally, however, a commission is determined by applying a certain percentage rate (which may vary based on the product type) to the premium, deposit, or asset value of the product(s) you purchase. The commission an agent or broker earns for the placement of insurance is typically larger in the first year than it is in subsequent years.

Agents and brokers who place insurance products with MassMutual may also be eligible for expense reimbursement allowances or bonuses. In order to be eligible to receive this type of compensation, the agent or broker must satisfy certain requirements, which may include such things as the amount of commissions they receive in a specified time period, and/or the percentage of their clients who maintain their products with MassMutual. Furthermore, the amount of this type of compensation may vary between MassMutual and non-MassMutual products you may purchase.

In addition to the types of compensation described above, agents and brokers may also be eligible to qualify for non-cash compensation programs, such as trips or prizes. In order to be eligible for such programs, the individual must satisfy each program's requirements, which often includes the amount of commissions earned in a specified time period.

Lastly, if the producer who placed insurance for you with MassMutual is also a career agent of MassMutual, then the career agent's principal business activity is selling insurance products for MassMutual. Consequently, career agents, in addition to the types of compensation described above, may also be eligible for certain fringe benefits (e.g. Health, Retirement, and FICA Tax) from MassMutual as a result of placing such products with MassMutual.