

Ameritas Life Insurance Company

Side-by-Side Product Comparison - Individual Disability Income Insurance

	Massachusetts Mutual Life Insurance Company	Ameritas Life Insurance Company	Ameritas Life Insurance Company
Form #	ICC13XLSME (MaxElect 13)*	Dynamic Foundation : U4501 Only in: CA, MT, ND, NY, SC, SD, WY	Dynamic Cornerstone: Form 4601 All states except CA, MT, ND, NY, SC, SD, WY
Underwriting	Guaranteed Standard Issue Minimum Case Size: Executive ER pay: 5 lives Executive EE pay: 50 lives	Guaranteed Standard Issue Minimum Case Size: Executive ER pay: 5 lives Executive EE pay: 10 lives	Guaranteed Standard Issue Minimum Case Size: Executive ER pay: 5 lives Executive EE pay: 10 lives
GLTD Available	No	No	No
Participating Policy	Yes. Dividends may become payable (if available) beginning at the end of year 5 (year 6 for FL and PR). Dividends are paid in cash and are not guaranteed. Dividends are not illustrated.	No	No
Renewability	If the policy is issued between ages 18-64 the contract will be non-cancellable until the policy anniversary on, or next following, the insured's 65th birthday. Thereafter the policy becomes conditionally renewable, the riders terminate and the benefit period becomes 2 years. If the policy is issued between ages 65+ the contract will be conditionally renewable from its inception.	Non-Cancelable to Age 65 Conditionally Renewable for Life.	Non-Cancelable to Age 65 Conditionally Renewable for Life
Issue Ages	18-80	18-64	18-64
Waiting/ Elimination Periods	60, 90, 180, 365 & 730 days	30, 60, 90, 180, 365 and 730 days	30, 60, 90, 180, 365 & 730 days Ameritas' elimination periods also have an accumulation period. This is the uninterrupted period of consecutive days during which the elimination period must be satisfied.
Benefit Periods	Ages 18-64: 2, 5, 10 years, To Age 65, To Age 67 Ages 65-80: 24 month payout; no riders; attained age rates; no amendments needed to continue coverage as coverage will continue as long as insured is actively at work at least 20 hours per week and not disabled and premiums are paid	1, 2, 5, 10 years, To Age 65, To Age 67, To Age 70	1, 2, 5, 10 years, To Age 65, To Age 67

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NOT FOR USE IN CA, CT, DE, DC, FL, MT, ND, and SD.

* State Availability – MaxElect 13 is approved in all states except CA, CT, DE, DC, FL, MT, ND and SD. MaxElect 12 is available in CT, DE, DC, MT, ND, SD; MaxElect 07 in FL; and Radius 12 in CA. Please contact your internal home office representative to learn more about Guaranteed Standard Issue products in those states.

This comparison represents some, but not all, MaxElect 13 contractual provisions; State variations will apply; Occ Class variations may apply. Refer to actual contract for details.

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Definition of Total Disability	<p>Built in. Cannot perform the main duties of his/her occupation, is not working at any occupation, and is under a doctor's care.</p> <p>Total Disability with Own Occupation Rider at additional cost. Provides a monthly benefit if due to a disability the insured cannot perform the main duties of his/her occupation and is working in another occupation. The insured must be under a doctor's care. No occupation specialty language included.</p>	<p>The applicant has a choice from up to 3 different definitions of total disability:</p> <ul style="list-style-type: none"> • For the length of the benefit period, the inability to work in your own occupation and you are not working in any other occupation for wage or profit. ("Modified Own Occ"). • For the length of the benefit period, the inability to work in your own occupation, even if you are working in another occupation. ("True Own Occ"). • For the first 60 months, the inability to work in your own occupation, even if you are working in another occupation; followed by the inability to work in your own occupation and you are not working in any other occupation for wage or profit. ("True Own Occ" for 5 years, then "Modified Own Occ" thereafter). 	<p>The applicant has a choice from up to 3 different definitions of total disability:</p> <ul style="list-style-type: none"> • "NW" Unable to perform the material and substantial duties of the insured's occupation, not working in any occupation, and is under a doctor's care. ("Modified Own Occ"). • "OO" At additional cost. Unable to perform the material and substantial duties of the insured's occupation, even if the insured is working in another occupation. ("True Own Occ"). • "P2" For the first 24 months, unable to perform the material and substantial duties of the insured's occupation. After 24 months, the inability to perform the material and substantial duties of any occupation. ("True Own Occ" for 24 months, "Any Occ" thereafter).

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Partial/Residual Disability	<p>The Extended Partial Disability Benefits Rider offered at additional cost. During the first 6 months, insured has a reduced capacity to perform his/her occupation and suffers:</p> <ul style="list-style-type: none"> • A minimum 15% loss of income; or • A minimum 15% loss of time ((i.e. can perform all the main duties of his/her occupation but for no more than 85% of the time they were collectively performed just prior to the start of disability); or • Cannot perform 1 or more main duty <p>After 6 months of partial disability, a 15% loss of income due to diminished capacity is required.</p> <p>During the first 12 months of partial disability benefits,</p> <ul style="list-style-type: none"> • The monthly payment is 50% of the Extended Partial Disability Monthly Benefit or the amount of the actual loss, whichever is greater. • Full benefit will be paid if loss is greater than 75%. <p>After 12 months, benefits are proportionate to the loss of income, or if greater than 75%, full benefit will be paid.</p> <p>Maximum Benefit Period: Same as base.</p>	<p>Basic Residual Disability Rider at additional cost. Solely due to sickness or injury, loss of income is at least 15%; and insured is unable to perform one or more, but not all, of the material and substantial duties of their occupation, or are unable to work for 80% or more of the time as was usual prior to the start of disability. The benefit paid is the lesser of the monthly % loss of income multiplied by the base monthly benefit; or 50% of the residual benefit. No recovery benefit.</p> <p>Maximum Benefit Period: Same as base.</p> <p>Enhanced Residual Disability Rider at additional cost. Definition – same as Basic (15% loss of income; and loss of duties or time). The benefit paid during the first 6 months of disability is at least 50% of the Enhanced Residual Disability Rider monthly benefit. After 6 months, the benefit payable is proportionate to the loss of income. Full benefit will be paid if loss is greater than 75%. (Recovery benefit is included; see below.)</p> <p>Maximum Benefit Period: Same as base.</p> <p>Maximum Benefit Period: Same as base.</p>	<p>Basic Residual Disability Rider at additional cost. Solely due to sickness or injury, loss of income is at least 20%; and insured is unable to perform one or more, but not all, of the material and substantial duties of their occupation, or are unable to work for 80% or more of the time as was usual prior to the start of disability. The benefit paid is the lesser of the monthly % loss of income multiplied by the base monthly benefit; or 50% of the residual benefit. No recovery benefit.</p> <p>Maximum Benefit Period: Same as base.</p> <p>Enhanced Residual Disability Rider at additional cost. Definition – same as Basic (20% loss of income; and loss of duties or time). The benefit paid during the first 6 months of disability is at least 50% of the Enhanced Residual Disability Rider monthly benefit. After 6 months, the benefit payable is proportionate to the loss of income. Full benefit will be paid if loss is greater than 75%. (Recovery benefit is included; see below.)</p> <p>Maximum Benefit Period: Same as base.</p> <p>Enhanced Plus Residual Disability Rider at additional cost. Solely due to sickness or injury. During the elimination period, no loss of income requirement, but duties or time requirement as described in Basic above. After the elimination period, must have at least a 15% loss of income; and duties or time requirement. The benefit paid will be equal to the loss of income during the first 3 months – not to exceed maximum monthly benefit; and at least 50% minimum for the first 6 months. Benefits thereafter will be proportionate to the loss of income, with full benefit paid if loss is greater than 75%. Recovery benefit included; see below.</p>

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Pre-Disability Income	<p>Calculation: The greatest of the average monthly income of last 12 or 24 months, or highest 24 consecutive out</p> <p>Indexing: CPI-based; 3% minimum.</p>	<p>Calculation: Average of last 12 or 24 months.</p> <p>Indexing: CPI-based.</p>	<p>Calculation: Average of last 12 months or last 2 out of 3 tax years.</p> <p>Indexing: CPI-based.</p>
Recovery Benefit	<p>Extended Partial Disability Benefits Rider at additional cost. Benefit can be paid after insured returns to work full-time and has an income loss of at least 15% as a result of the disability.</p> <p>Maximum Benefit Period: Same as base.</p>	<p>Enhanced Residual Disability Rider at additional cost. Benefit is paid after insured returns to work full-time and has an income loss of at least 15% as a result of the disability.</p> <p>Maximum Benefit Period: Same as base.</p>	<p>Included with the Enhanced Residual Disability Rider. Benefit is paid after insured returns to work full-time and has an income loss of at least 20% as a result of the disability.</p> <p>Maximum Benefit Period: 3 months.</p> <p>Included with the Enhanced Plus Residual Disability Rider. Benefit is paid after insured returns to work full-time and has an income loss of at least 15% as a result of the disability.</p> <p>Maximum Benefit Period: Same as base.</p>
Presumptive Disability	<p>Built in. Insured is presumptively totally disabled when sickness or injury causes a complete loss of speech, hearing in both ears, sight in both eyes, use of both hands, use of both feet, or use of one hand and one foot. While the policy is in-force, if the insured suffers a presumptive disability and is under a doctor's care, then full Total Disability Benefit will be paid following the waiting period for Total Disability.</p> <p>If insured suffers a presumptive disability and is under a doctor's care, total disability benefits will be paid following the waiting period. If the presumptive disability is deemed complete and irrecoverable, we will waive the requirement of doctor's care, waiting period and requirement that insured is not working.</p>	<p>Total disability is presumed if an insured sustains a total loss of sight in both eyes, the hearing in both ears, speech, the use of both hands, the use of both feet, or the use of one hand and one foot, even if able to work. The elimination period will be waived. The loss is not required to be permanent or irrecoverable.</p>	<p>Insured is presumptively totally disabled if he/she sustains the loss of the sight in both eyes; or the hearing in both ears; or speech; or the use of both hands; or the use of both feet; or the use of one hand and one foot.</p> <p>The elimination period will be waived and benefits paid for as long as the presumptive disability continues but not beyond the maximum benefit period.</p>
Recurrent Disability	<p>Built in. Due to the same or related cause and occurs within 12 months of the prior disability (6 months if BP is less than To Age 65). No new elimination period is required.</p>	<p>Due to the same or related cause and occurs within 12 months of the prior disability. No new elimination period is required.</p>	<p>Due to the same or related cause and occurs within 180 days of the prior disability. No new elimination period is required.</p>

Other Features & Riders

	Massachusetts Mutual Life Insurance Company	Ameritas Life Insurance Company	Ameritas Life Insurance Company
Cost of Living	Cost of Living Adjustment Rider additional cost. 3% compound; no cap; increased benefits can be purchased upon recovery.	6% Compound Cost of Living Adjustment Rider at additional cost. CPI-based compound, 6% maximum; no cap; increased benefits can be purchased upon recovery. 3% Simple Cost of Living Adjustment Rider at additional cost. No cap. Increased benefits cannot be purchased upon recovery.	2-6% Cost of Living Adjustment Rider at additional cost. CPI-based compound; 2% minimum and 6% maximum; increased benefits can be purchased upon recovery. 3% Cost of Living Adjustment Rider at additional cost. CPI-based compound, 3% maximum; increased benefits can be purchased upon recovery.
Mental/ Nervous/ Substance Abuse	Built in. Benefit period is 24 months per occurrence; no aggregate lifetime limit. Maximum Benefit Period Endorsement additional cost. Limitation can be waived to remove the limitation.	Benefit period is a 60-month lifetime limit.	Choice of coverage up of the maximum benefit period or 2 year benefit period. The limitation is for the life of the policy.
Exclusions/ Limitations	<ol style="list-style-type: none"> 1. Incarceration 2. War 3. Sustained while participating in a riot or insurrection 4. Intentional self-inflicted injury 5. Sustained while committing a felony or engaged in an illegal occupation 6. That results from, or is contributed to, by a disease, disorder or physical condition that was excluded as a result of the underwriting process by name or specific description; Pre-Existing Condition Limitation.	<ol style="list-style-type: none"> 1. Incarceration 2. War 3. Normal pregnancy/childbirth 4. Self-inflicted injury 5. Loss of professional license Pre-Existing Condition Limitation	<ol style="list-style-type: none"> 1. War 2. Criminal activity 3. Self-inflicted injury 4. Loss of professional license 5. Pregnancy. Benefits are not payable for pregnancy or childbirth until insured has been disabled for 90 days or the elimination period, if longer. This does not apply to complications of pregnancy as diagnosed by a physician. Pre-Existing Conditions.
Benefits Outside the U.S.	Monthly benefits will not be provided for more than 12 months in total during a period of disability while outside the United States and/or Canada.	12 month lifetime limit for benefits paid while residing outside the U.S.	While residing outside the U.S. or Canada, benefits will not be paid for more than a cumulative 12 months during the life of the policy.
Benefit Advancement	Not Available	Not Available	Benefit Advancement (\$500 advancement for repair to natural teeth)
Waiver of Premium	Built in. After 90 days and for as long as insured remains disabled. Premiums paid during that 90-day period will be refunded.	After 90 days and for as long as insured remains disabled. Premiums paid during that 90-day period will be refunded.	After 90 days and for as long as insured remains disabled. Premiums paid during that 90-day period will be refunded.
Catastrophic Disability Benefit Rider	Catastrophic Disability Benefit Rider , maximum \$12,000 (additional cost)	Catastrophic Disability Rider , maximum \$10,000 (additional cost)	Catastrophic Disability Rider , maximum \$10,000 (at additional cost)
COBRA Benefit	Not Available	COBRA Premium Reimbursement Benefit	COBRA Premium Benefit (reimburse premium for COBRA coverage, payable up to 18 months, max benefit of \$1,000/mo)

MASSMUTUAL: KEY POINTS OF DIFFERENTIATION

- MassMutual's policy is participating, which means dividends may be payable, although not guaranteed.
- The competitor's Accumulation Period may result in benefits starting later than they would under the MassMutual contract.
- We have a strong residual option, offered through the Extended Partial Disability Benefits Rider. There are 3 ways to qualify as partially disabled; minimum 50% benefit payable for first 12 months (the actual dollar amount of loss is payable if higher); 3 options for determining pre-disability income, going back up to 60 months; indexing has a 3% minimum guarantee; their recovery benefit is also up to MBP. Not a key point of differentiation.
- Our COLA Rider is 3% compound, no matter what. It's not based on the CPI, like most companies
- Our mental/nervous/substance abuse limitation is 24 months per occurrence, not a lifetime limit.
- MassMutual has an Actively at Work Endorsement which allows professionals who meet the criteria for the endorsement to be considered Actively at Work if they are working at least 20 hours per week.
- A Right to Apply for Additional Monthly Benefits provision is included in every policy.
- We offer a Group Supplement Rider that provides for additional return-to-work benefits in a partial disability scenario.
- We offer a RetireGuard Rider to help protect one's ability to save for retirement.

A variety of publicly available sources we believe are accurate were used in compiling the summary, and in some cases interpretation was required. Information is accurate as of July 2024. For more information on the MaxElect 13 policy, please contact your internal home office representative.

MaxElect (Policy Form XLS-ME-13 et al, and ICC13XLSME in certain states including North Carolina) is issued by Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001. Policies have exclusions and limitations.

