

The LTCAccessSM Rider

Helping your clients prepare for their long term care needs



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The LTCAccess Rider (LTCR), available with MassMutual's Whole Life policies, allows policyowners to accelerate the payment of a portion of their policy death benefit during their lifetime to help pay for covered long term care services.¹ The rider is available for an affordable additional premium. The LTCR is a valuable additional living benefit that may play an important role in your clients' overall long term care planning.

TABLE OF CONTENTS

| | |
|----|--|
| 1 | Paying for Long Term Care |
| 2 | How MassMutual Whole Life Insurance can Help |
| 3 | Rider Specifications |
| 11 | An Example of how the LTCR Works |

¹ Accelerating benefits under the LTCR will reduce the policy's death benefit and cash surrender value.

The benefits of the LTCAccess Rider available through a MassMutual whole life policy could be appropriate for a policyowner who needs life insurance protection and is also looking for the flexibility to access the policy's death benefit to pay for long term care needs. If their only purpose for purchasing the policy with LTCAccess Rider is to pay for long term care expenses, they may wish to consider other options.

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Paying for Long Term Care

Many people will need long term care services at some point in their lives. As the demand for long term care increases, the cost of these services may increase significantly. People who need care may depend on multiple financial resources to help pay for the cost of care services. Traditional sources of funding include:

Personal Savings – Your clients may set aside funds dedicated to providing for their future long term care needs.

Long Term Care Insurance – Traditional long term care insurance policies offer a cost-effective way to provide a reliable source of funds to help pay long term care expenses.

Medicare or Medicaid – Government programs such as Medicare or Medicaid have limitations. For example, Medicare will only provide coverage for long term care that is part of a rehabilitative plan or skilled care. Medicaid will pay for care only after certain eligibility requirements are met, including significant restrictions on income and assets.

The Advantages of Planning Ahead

Preparing for their long term care needs may not be top of mind for young and middle-aged clients, who often have other financial priorities. However, what they may not realize is that starting a plan earlier in life may help them to be better prepared by the time they retire.



How MassMutual Whole Life Insurance can Help

An Additional Living Benefit

MassMutual whole life insurance provides life insurance protection and builds cash value over time. The LTCR provides an additional living benefit¹ — the ability to accelerate the payment of a portion of the policy death benefit during life to help pay for long term care expenses.

A policy with the LTCR provides a pool of funds that can be accessed to help pay for long term care — up to a maximum amount each month. This is a valuable option and another important reason to own a MassMutual whole life insurance policy.



Rider Specifications

Summary

The LTCR is only available at issue with new policies. It allows the policyowners to accelerate the payment of a portion of their policy death benefit to help pay expenses for covered long term care services received by the insured. The rider provides coverage for both home and facility care. Policyowners may accelerate both a portion of their basic policy face amount and, if elected, the face amount of paid-up additions purchased by base policy dividends and any dividends on those additions.²

Producers selling the LTCR with a policy must hold Life and Health insurance licenses and must complete any statutory training required to sell long term care insurance in the jurisdiction.

The New York (NY) version of the LTCR is not long term care insurance under NY State Law. Consequently, the NY version of the LTCR cannot be marketed to prospects as long term care insurance. The rider should be sold as a death benefit acceleration option for long term care services.

Producers selling the NY version of the LTCR are not required to be licensed to sell health insurance, nor are they required to complete any NY-state training that is required to sell long term care insurance. However, producers are strongly encouraged to meet all of the requirements to sell long term care insurance in NY before selling the LTCR in NY.

A policy with the LTCR will not qualify for state partnership programs.

Issuer: Massachusetts Mutual Life Insurance Company (MassMutual)

Markets: Non-qualified. This rider is not available for sale in qualified plans.

Issue

Ages: Ages 18 – 79
(not to exceed the issue age limits for the basic whole life policy)

Gender: The rider is issued on a gender-distinct basis in all states except Montana, where it is issued unisex.

² Dividends are not guaranteed.

Underwriting & Issue Classes

A supplemental application must be completed for the LTCR, and the rider is underwritten separately from the policy.

For issue ages 64 and older, a telephonic cognitive assessment will be required.

The LTCR underwriting class is independent of the base policy underwriting class. Two risk classes are available:

- Standard Non-Tobacco
- Standard Tobacco

There are no restrictions on the base policy underwriting class or rating. However, if there are multiple base segments at issue, all segments must have the same issue class. There are no substandard ratings available for the LTCR.

Other existing or applied for LTC coverage will not impact the rider benefit limits.

Base Benefit Pool

The Base Benefit Pool is the portion of the base policy face amount that is available for acceleration. This amount is selected at issue and is subject to certain limits. It is always equal to the base policy face amount less a Residual Face Amount.

Residual Face Amount

The Residual Face Amount is the portion of the base policy face amount that will not be included in the Base Benefit Pool and will not be available for acceleration. The Residual Face Amount must be at least the greater of \$25,000 or 10% of the base policy face amount and may not be changed after issue.

Selected Benefit Period

A Selected Benefit Period must be elected at time of application. The choices include 2, 3, 4, 5, 6 or 10 years. The Selected Benefit Period, along with the Base Benefit Pool, is used to determine the initial Maximum Monthly Benefit (MMB).

The Selected Benefit Period is only used to determine the initial MMB or to recalculate the MMB in the event of a policy change after issue. However, the actual duration of LTCR benefits may be more or less than the Selected Benefit Period. Benefit payments may continue until the Total Benefit Pool (see page 5) has been accelerated.

Maximum Monthly Benefit (MMB)

The MMB is the maximum amount that can be accelerated to pay expenses for covered services received by the insured in any one policy month. The MMB at issue equals the Base Benefit Pool divided by the Selected Benefit Period (in months).

The minimum MMB is \$3,000. The maximum initial MMB is \$30,000. There is no maximum daily benefit other than the MMB.

The MMB will not increase after issue, unless the Maximum Monthly Benefit Increase Option (see page 6) was selected at issue.

When a claim is processed, the MMB will be based on the policy month in which the covered services were received. If less than the MMB is accelerated, the excess MMB will not carry forward to increase the MMB in the following month. Instead, it will have the effect of increasing the minimum number of months that LTCR benefits will be available.

Dividends Benefit Pool

If policyowners elect to use their policy dividends² to purchase paid-up additions (PUAs), they may choose to include the face amount of these PUAs in the death benefit available for acceleration under the LTCR. This is called the Dividends Benefit Pool. In CA, clients can elect to make base policy dividends available for acceleration and cancel that election at any time prior to the date the amount of Accelerated Benefit Payments equals or exceeds the Base Benefit Pool.

PUAs added to the Dividends Benefit Pool do not increase the MMB. Instead, they increase the total amount available for acceleration, which increases the minimum number of months over which rider benefits will be available. Only PUAs that are purchased with base policy dividends (and the dividends on those PUAs) may be included in the Dividends Benefit Pool. PUAs purchased by ALIR premiums (and any dividends on those PUAs) will not be included in the Dividends Benefit Pool.

While this option is in effect, each dividend payment applied to purchase PUAs will first be reduced by an LTCR charge (percentage). As a result, each dividend payment will purchase less PUA face amount when the Dividends Benefit Pool has been elected.

If the policyowner becomes eligible to receive benefits under the LTCR, the Base Benefit Pool will be accelerated before the Dividends Benefit Pool. Once the Base Benefit Pool has been exhausted, the Dividends Benefit Pool will be accelerated as benefits.

There is no limit to the number of times the policyowner can change the election to start or stop including future PUAs in the Dividends Benefit Pool. However, any PUAs that have

already been added to the pool will remain there even if the election is changed.

We will stop adding PUAs to the Dividends Benefit Pool upon occurrence of any of the following:

- The policyowner has elected to stop including PUA purchases in the Dividends Benefit Pool.
- The dividend option is changed to an option not involving the purchase of PUAs.
- The entire Base Benefit Pool has been accelerated as benefits under the LTCR.

Total Benefit Pool

The Base Benefit Pool combined with the Dividends Benefit Pool (if elected) represents the Total Benefit Pool. This is referred to as the Maximum Lifetime Rider Benefit, and it is the total amount that is available for acceleration as benefits under the rider.



Maximum Monthly Benefit Increase Option (MMBIO)

This option increases the MMB beginning on the insured's attained age 61 policy anniversary, or on the first anniversary for issue ages 61 and older. The MMB will increase by a flat amount equal to 4% of the MMB at issue each year for 25 years. These increases will continue even if the policy face amount is being accelerated as benefits.

Increases in the MMB increase the maximum monthly amount that can be accelerated as benefits and have the effect of reducing the minimum number of months over which the Total Benefit Pool may be accelerated to pay benefits. The MMBIO is not inflation protection. It does not increase the Total Benefit Pool available for acceleration as long term care benefits.

The MMBIO must be elected at issue. It cannot be added to or removed from a policy after issue. The LTCR premiums and charges will be higher if this option is elected.

The MMBIO is not available with the 2- or 3-year Selected Benefit Periods.

Rider Premiums & Charges

The LTCR premiums for the Base Benefit Pool are scheduled to be level and have the same premium payment period as the basic whole life policy. The rider premiums are based on the amount of the Base Benefit Pool. The rider premium rates also vary based on issue age, gender, underwriting class, Selected Benefit Period and whether or not the MMBIO has been chosen.

The base policy modal adjustment factors will be used to calculate modal rider premiums.

If the Waiver of Premium Rider (WP) has been elected, the premiums for the WP will

automatically include a charge to provide waiver coverage for the LTCR premiums.

If the policyowner has elected to include PUAs in his or her Dividends Benefit Pool, each dividend payment will be reduced by a Dividends Benefit Pool charge before being applied to purchase PUAs. This charge is expressed as a percentage of each dividend payment applied in this manner. The percentage varies based on gender, underwriting class, Selected Benefit Period and whether or not the MMBIO was elected at issue.

The LTCR premiums and charges have a current and guaranteed rate structure. Rider premiums and charges are guaranteed at the current rates for the first policy year. They may increase after the first policy year but will never be greater than the guaranteed maximum rates.

The Impact of LTCR Benefit Payments on the Policy

Death Benefit: The base policy and PUA face amounts will not be reduced when an accelerated benefit payment is made. However, the death benefit will be reduced dollar for dollar by the amount of any LTCR benefits that have been paid. This is accomplished by applying a lien against the total policy face amount equal to the amount that has been accelerated as benefits.

Cash Value: When an accelerated benefit payment is made and a lien is established against the policy death benefit, a corresponding lien will be applied against the cash value of the policy. The cash value lien will equal the cash value associated with the face amount of coverage that has been accelerated. This lien reduces the cash surrender value of the policy and the amount of cash value that is available for a policy loan.

Since the cash value lien is equal to the cash value of the face amount that has been accelerated, it will increase as the cash value increases.

There is no interest expense or other charges associated with the LTCR liens on the face amount or cash value.

Dividends:² The payment of benefits under the LTCR will not impact policy dividends. Since the base policy and PUA face amounts are not reduced when benefit payments are made, the policyowner will continue to earn dividends based on the full base policy and PUA face amounts, even if LTCR benefits have been paid.

Premiums: The full policy premium (including the LTCR premium) will continue to be due while the policyowner is receiving rider benefits. However, there will be an Annual Premium Credit that will reduce the amount of premium that the policyowner needs to pay. This credit will equal the portion of base policy, LTCR and (if applicable) WP premiums associated with the accelerated face amount. Additional substandard (table or flat extra) base policy premium amounts will not be included in the Annual Premium Credit.

The Annual Premium Credit is calculated two months prior to each policy anniversary based on the cumulative amount accelerated (LTCR claims paid) to date. The Modal Premium Credit will be the Annual Premium Credit multiplied by the modal adjustment factor.

The Annual Premium Credit may not exceed the sum of the annual base policy, LTCR and WP premiums due. We will not credit premiums that are already being waived under the WP.

Policy Loans: The policyowner may borrow against the policy cash value that is not subject to an LTCR cash value lien at any time, even while receiving LTCR benefits payments.

The Impact of Policy Loans on LTCR Benefit Payments

If there is an outstanding loan on the policy and LTCR benefits are being paid, a portion of each claim payment will be applied to reduce the loan. The loan reduction amount will be a pro rata allocation of the total outstanding loan based on the cash value associated with the face amount being accelerated.

Elimination Period

There is a 90-day Elimination Period (Waiting Period in NY – see below) that must be satisfied before we will begin paying LTCR benefits. This is the number of days that the insured must be chronically ill and receiving facility, home or community-based services pursuant to a Plan of Care before the policyowner may begin receiving benefits.

For home care services, one or more days of services in a calendar week counts as seven days toward the Elimination Period or Waiting Period for that week. The rider does not cover services received during the Elimination Period.

*The NY version of the LTCR has a 90-day Waiting Period. In NY only, benefits will be paid for covered services received from the **beginning** of the Waiting Period.*

The Elimination Period or Waiting Period only needs to be satisfied once.

Eligibility for Benefits

Once the Elimination Period or Waiting Period has been satisfied, accelerated benefits will be payable under the LTCR if, within the last twelve months, a licensed health care practitioner has certified that the insured is chronically ill. Chronically ill is defined as:

- A loss of functional capacity, such that the insured is unable to perform at least two of the six Activities of Daily Living³ without substantial assistance, and this condition is expected to last for at least 90 days; or
- The insured has a severe cognitive impairment (“severe” is omitted in the MT version of the rider) that requires continual supervision due to a deterioration or loss of intellectual capacity (such as Alzheimer’s disease or irreversible dementia).

The NY version of the LTCR does not cover expenses for care that is required as a result of a temporary illness or impairment. Under the NY version of the LTCR, chronically ill is defined as follows:

- *Within the previous twelve (12) months a licensed health care practitioner has certified that the insured is expected to require long term care services for the remainder of the insured’s life because he/she:*
 - *is unable to perform, without substantial assistance from another person, at least two (2) Activities of Daily Living; or*
 - *has a severe cognitive impairment.*

Covered Long Term Care Services

The LTCR provides benefits for certain long term care services that are part of a Plan of Care prescribed by a licensed health care practitioner. These are services that are necessary for the care and treatment of a chronically ill individual and include facility, home, and community-based care.

The insured will be covered for skilled, intermediate or custodial care in the setting of his or her choice: at home, in an assisted living facility (residential care facility in CA), nursing facility, adult day care center, or a hospice facility.

The rider does not provide coverage for services received outside the U.S.

Claims Approval & Processing

The payment of LTCR benefits will be approved based on the date Covered Long Term Care Services were received and the MMB for that month. Claims will be paid monthly following the Elimination Period.

In the month where the Elimination Period is first satisfied, *(in NY, the month when the Waiting Period begins)* the MMB will be reduced pro rata. Thereafter, it will revert to its full value. Benefits will be paid to the policyowner regardless of whether he or she is the insured.

Benefit payments will cease upon our receipt of proof of the insured’s death. Benefit payments made after the insured’s death but before we receive proof of death will reduce the death benefit paid to the beneficiary.

³ Activities of Daily Living include: bathing, dressing, using the toilet, transferring (to or from bed or a chair), caring for incontinence and eating.

Income Taxation

- Amounts accelerated as benefits under the LTCR are generally income tax free, provided the policyowner is the insured or the insured's spouse. If this is not the case, the amounts accelerated may be treated as a withdrawal for tax purposes. Policyowners should consult with their tax advisor for further advice on this matter.
- *For policies issued in NY with the LTCR, the owner must be the insured or the insured's spouse. If the ownership of the policy is changed after issue to a person who is not the insured or the insured's spouse, or an entity such as a trust or business, the rider benefits may be taxable as income to the owner.*
- Benefit payments received under the LTCR may be taxable if the policyowner receives benefit payments under other long term care insurance coverage for the same services.
- The rider is not a qualified long term care contract under Section 7702B, and rider premiums are not income tax deductible.
- LTCR premiums paid are added to the cost basis and included for Section 7702 and MEC testing.
- Dividend amounts applied to pay LTCR premiums will be treated as policyowner dividends retained to pay premiums (i.e., no current tax effect).
- When amounts are accelerated as benefits, the cost basis of the policy is reduced proportionally by the cost basis associated with the face amount accelerated under the rider.
- Premium amounts paid via the LTCR Premium Credit or waived by the Waiver of Premium Rider are not added to cost basis.
- IRC Section 1035 exchanges are permitted from other life policies to a policy with the LTCR.

Policy Limitations and Interactions With Other Riders

Face Amount increases – Face Amount increases are not allowed for a policy issued with the LTCR.

Term conversions – A term policy may be converted to a policy with the LTCR. However, the LTCR will be subject to underwriting approval.

Waiver of Premium Rider (WP) – The disability Waiver of Premium Rider will automatically include a charge to cover the LTCR premium. The LTCR Annual Premium Credit will not apply to premiums being waived under the WP.

Guaranteed Insurability Rider (GIR) – Since base policy face amount increases are not permitted for policies issued with the LTCR, a GIR option exercise will require the purchase of a new separate policy. Attachment of the LTCR on the new separate policy will require underwriting approval.

Transfer of Insured Rider (TIR) – TIR is not available for policies issued with the LTCR.

Renewable Term Rider (RTR) – RTR is available, but the RTR face amount will not be available for acceleration under the LTCR. Since base policy face amount increases are not permitted for policies issued with the LTCR, an RTR conversion will require the purchase of a new separate policy. Adding the LTCR to the new separate policy will require underwriting approval.

Life Insurance Supplement Rider (LISR) – LISR is available on policies with the LTCR. However, no portion of the LISR death benefit (term or PUAs) will be available for acceleration as LTCR benefits. This means that the Dividends Benefit Pool will not be available on policies with LISR.

Additional Life Insurance Rider (ALIR) – ALIR is available, but any PUA face amount purchased by ALIR premiums, or the dividends on those PUAs, will not be available for acceleration under the LTCR.

Accelerated Death Benefit for Terminal Illness Rider (ABR) – If the policyowner exercises the ABR, the LTCR will terminate. If any LTCR benefit payments have been made, the ABR will terminate.

If the LTCR and ABR are attached to a NY policy and an ABR payment is made, the LTCR will terminate. However, if LTCR benefit payments are made, the ABR will remain in force. If the ABR is subsequently exercised, the amount available to accelerate under the ABR will be reduced by any LTCR death benefit lien and thereafter no additional LTCR benefits will be available.

Rider Termination

The LTCR will terminate upon occurrence of any of the following events:

- The policyowner requests termination of the LTCR;
- Exercise of the ABR;
- The policy lapses; or
- The death of the insured.

Note – If amounts have been accelerated as benefits under the LTCR, the rider may not be fully terminated unless the base policy is terminated.

Reduced Paid-Up Policy with LTCR

Reduced Paid-Up (RPU) is the only non-forfeiture option available for a policy with the LTCR. Reduced Paid-Up LTCR benefits may continue to be available.

The Base Benefit Amount will be reduced in the same proportion as the reduction in the base policy face amount (excluding any Paid-Up Additions). Any Paid-Up Additions that were available for acceleration will be added to the Base Benefit Amount. If Accelerated Benefit Payments were made from the Base Benefit Amount prior to lapse, they will be deducted from the new Base Benefit Amount for the RPU policy.

If the policy had a loan, and the loan is not carried over to the paid-up policy, the Base Benefit Amount will be further reduced based on the amount of paid-up insurance that could be purchased by the amount of the loan.

The Maximum Monthly Benefit (and any annual increases from the MMBIO) will be reduced by the same proportion as the ratio of the base policy value at the time of lapse to the net single premium for the base policy face amount just prior to lapse.

The Residual Face Amount will equal the RPU face amount less the new Base Benefit Pool. The Dividends Benefit Pool will be set to zero, and any future Paid-Up Additions purchased with policy dividends will not be available for acceleration as LTCR benefits. The Maximum Lifetime Rider Benefit will be equal to the new Base Benefit Pool.

If you have a policyowner with the LTCR who wants to lapse to a reduced paid-up policy, you should provide them with an inforce illustration showing the impact of the lapse to RPU on both the policy and LTCR benefits.

An Example of how the LTCR Works

The following example (based on hypothetical policy values) illustrates the mechanics of the LTCR.

Assume that your client Amy is 45. She purchases a \$250,000 Whole Life 65 policy (issued Select Preferred Non-Tobacco in

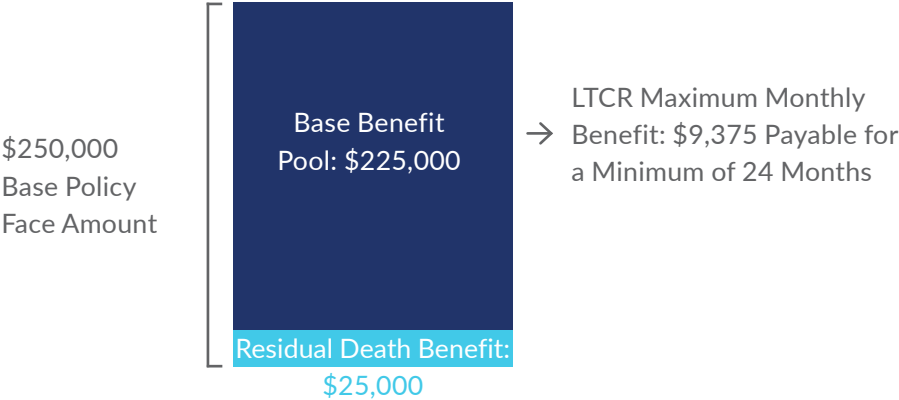
Massachusetts) and decides to add the LTCR for an additional premium. She elects to make the maximum of \$225,000 of her \$250,000 policy face amount available for acceleration as her Base Benefit Pool. The remaining \$25,000 will be her Residual Death Benefit.

CASE PROFILE

| | |
|--------------------------------|---|
| Client | Amy, Age 45 |
| Policy | Whole Life 65 Whole Life Policy with LTCR |
| Contract State | MA |
| Base Face Amount | \$250,000 |
| Base Benefit Pool | \$225,000 |
| Residual Death Benefit | \$25,000 |
| Selected Benefit Period | 2 years |

Amy chooses a Selected Benefit Period of two years. This gives her the largest Maximum Monthly Benefit of \$9,375 (225,000/24 months). The MMBIO is not available with a two- or three-year Selected Benefit Period. Amy also elects the Dividends Benefit Pool, so any PUAs purchased with policy dividends will increase her total LTC Benefit Pool.² Amy's initial LTCR benefits are illustrated in the following chart:

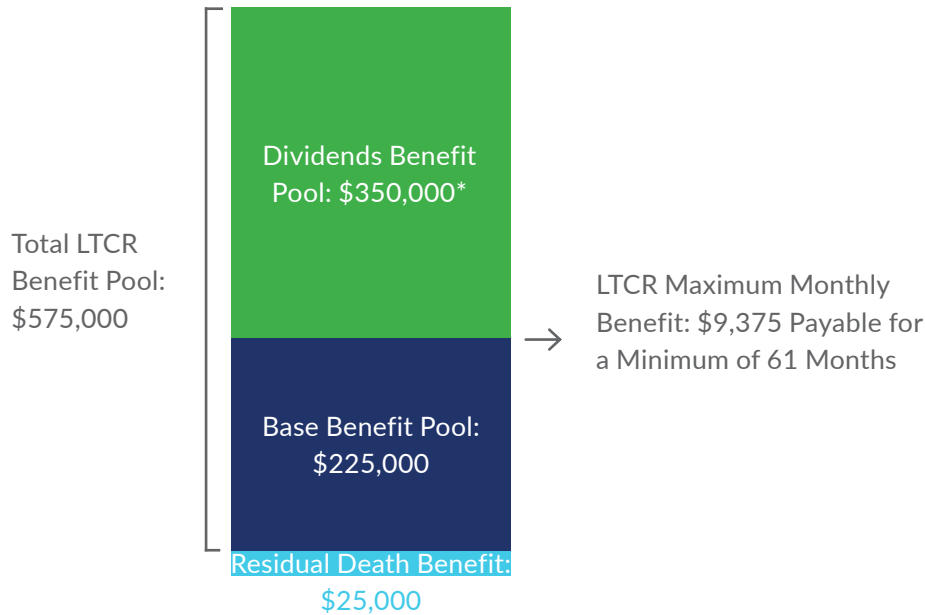
AMY'S INITIAL LTCR BENEFITS



Amy pays her policy premiums to age 65, and keeps her paid-up policy with LTCR inforce until age 85. Assume that her Dividends Benefit Pool has grown to \$350,000. These are paid-up additions purchased with base policy dividends and any dividends on these additions. Her total policy death benefit has increased to \$600,000. Her Total LTCR Benefit Pool is \$575,000. This is the amount available for acceleration as LTCR benefits. Amy's MMB has not changed. It is still \$9,375.

The following chart illustrates Amy's benefits at age 85.

AMY'S LTCR BENEFITS AT AGE 85



* Includes paid-up additions purchased with policy dividends, excluding dividends paid under any other rider. Dividends are not guaranteed. This is a hypothetical example for training purposes only. When working with clients, a Basic illustration should be presented using current assumptions and the current dividend schedule.

If Amy were to go on claim, and satisfy the 90-day elimination period (waiting period in NY), her LTCR benefit payments would last for a minimum of 61 months.

- LTCR benefits will first be paid as an acceleration of her Base Benefit Pool.
- Once her Base Benefit Pool is exhausted, additional LTCR benefits will be payable as an acceleration of her Dividends Benefit Pool.
- LTCR benefits payments will reduce her death benefit payable dollar for dollar.
- Her cash surrender value will be reduced by the cash value of the base policy or PUA face amount accelerated as LTCR benefits.

- These reductions are accomplished through policy liens. Her base policy and PUA face amounts are not actually reduced.

Amy's policy will continue to receive any dividends² paid based on the full base policy and PUA face amounts while she is collecting benefits. As a result, her Dividends Benefit Pool may increase, which would increase her minimum benefit period. Once Amy has exhausted her Total LTCR Benefit Pool, no additional LTCR benefits will be paid. Her residual death benefit of \$25,000 will remain in force. She will continue to receive any dividends paid. However, any PUAs purchased will not be available to accelerate as LTCR benefits.

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