

The Standard Insurance Company

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

	Massachusetts Mutual Life Insurance Company	The Standard Insurance Company
Form #	ICC13XLSME (MaxElect 13)*	ICC16-B180GSI(Platinum Advantage)
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: 7 lives Executive EE pay: 100 lives
GLTD Available	No	Yes
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
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.	Guaranteed Renewable Noncancelable Rider added at additional cost. Noncancelable and guaranteed renewable to age 65, or to age 67 for maximum benefit period "to age 67." Conditionally renewable after the policy's termination date, age 65 or 67) if not disabled and actively at work at least 30 hours per week.
Issue Ages	18-80	18-64
Waiting/ Elimination Periods	60, 90, 180, 365 & 730 days	60, 90, 180, & 365 Days
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.	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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<p>Definition of Total Disability</p>	<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>Built in. During the first 24 months of disability, an insured is totally disabled if unable to perform the substantial and material duties of his or her regular occupation and is not engaged in any other occupation for wage or profit. After 24 months of disability, an insured is totally disabled if unable to perform the substantial and material duties of any occupation and is not engaged in any other occupation for wage or profit.</p> <p>If the insured's regular occupation is limited to a single medical specialty recognized by the American Board of Medical Specialties (ABMS) or American Osteopathic Association Bureau of Osteopathic Specialists (AOABOS) or American Dental Association (ADA), that specialty is deemed the insured's regular occupation.</p> <p>Regular Occupation Extension Rider Available at additional cost. For all occupation classes, option to elect Regular Occupation Extension Rider, under which an insured is totally disabled if unable to perform the substantial and material duties of his or her regular occupation and is not engaged in any other occupation for wage or profit.</p> <p>If insured's regular occupation is limited to a single medical specialty recognized by the American Board of Medical Specialties (ABMS) or American Osteopathic Association Bureau of Osteopathic Specialists (AOABOS) or American Dental Association (ADA), that specialty is deemed the insured's regular occupation.</p> <p>Own Occupation Rider at additional cost, under which an insured is totally disabled if unable to perform the substantial and material duties of his or her regular occupation, even if engaged in any other occupation for wage or profit. If the insured's regular occupation is limited to a single medical specialty recognized by the American Board of Medical Specialties (ABMS) or American Osteopathic Association Bureau of Osteopathic Specialists (AOABOS) or American Dental Association (ADA), that specialty is deemed the insured's regular occupation.</p> <p>If insured is an attorney and has limited regular occupation to the performance of the usual and customary activities of a trial attorney, then trial attorney will be deemed insured's regular occupation.</p>

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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. Insured is working but has at least a 20% loss of income, and either a loss of duties or time in his or her regular occupation. Disability benefits will vary based on income loss but during the first six months, benefits will be no less than 50% of the monthly benefit.</p> <p>Maximum Benefit Period: Same as base.</p> <p>Enhanced Residual Disability Rider at additional cost. During the waiting period, insured is working but suffers at least a 20% loss of time, duties or income.</p> <p>After the waiting period, insured is working but suffers at least a 20% loss of income. Benefit varies based on income loss; however, during the first 12 months, the benefit is at least 50% of the monthly benefit.</p> <p>Maximum Benefit Period: Same as base.</p> <p>Short Term Residual Disability Rider at additional cost The insured will be considered residually disabled and may receive up to six months of residual disability benefits if there is at least a 20% loss of income and the insured is unable to perform one or more substantial and material duties or is performing all duties but not more than 50% of the time. The amount of residual disability benefit will be 50% of the policy's basic monthly benefit for a loss of income between 20 and 80%. If the loss of income is greater than 80%, the benefit will equal the full basic monthly benefit.</p>
Pre-Disability Income	<p>Calculation: The greatest of the average monthly income of last 12 or 24 months, or highest 24 consecutive out of 60 months.</p> <p>Indexing: CPI-based; 3% minimum.</p>	<p>Calculation: Average of any consecutive 12 months out of last 24, or any 2 full tax years out of last 3.</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>Basic or Enhanced Residual Disability Rider at additional cost. Recovery benefit paid if, after a period of disability, the Insured is working in his or her regular occupation at least as many hours as prior to disability and continues to have a loss of earnings of at least 20%, and loss of earnings is solely the result of the previous injury or sickness. The amount of the recovery benefit will be proportionate to loss of earnings. Premium waiver applies while recovery benefits are paid.</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>Presumptive disability must be a total and permanent 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. Will waive benefit waiting period and benefits are payable through the end of the maximum benefit period. Will pay the full monthly benefit regardless of earnings.</p>

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Recurrent Disability	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.	Due to the same or related cause and occurs within 12 months of the prior disability. No new elimination period is required.
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.	Built in. Will waive premium while disability or recovery benefits are payable. If the benefit waiting period is greater than 90 days, premium due and payable after the 90th day will be waived for a continuous disability. Will refund any premium due and paid after the date disability began. If insured remains disabled beyond maximum benefit period, will continue to waive premium.
Cost of Living	Cost of Living Adjustment Rider additional cost. 3% compound; no cap; increased benefits can be purchased upon recovery.	Indexed Cost of Living Rider at additional cost. CPI-based compound; 3% or 6% max, chosen at time of application; no cap; 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.	Benefits for disabilities caused or contributed to by or by medical or surgical treatment for a mental disorder and/or substance abuse will be limited to a total of 24 months during insured's lifetime . The limitation does not apply to any period during which insured is confined to a hospital solely because of a mental disorder. Endorsement is added per underwriter discretion
Exclusions/ Limitations	<ul style="list-style-type: none"> • Incarceration • War or while in the armed forces • Sustained while participating in a riot or insurrection • Intentional self-inflicted injury • Sustained while committing a felony or engaged in an illegal occupation • 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 <p>Pre-Existing Condition Limitation built in. May be removed with endorsement and additional cost.</p>	<ul style="list-style-type: none"> • War, declared or undeclared, including military training, action or conflict while on active duty in the military • Committing or attempting to commit a felony or being engaged in an illegal occupation • Actively participating in a violent disorder or riot • Intentionally self-inflicted injury <p>Disability benefits not payable for the first 90 days of disability due to pregnancy or childbirth, unless due to complications of pregnancy.</p> <p>Disability benefits will not be paid while confined to a penal or correctional institution for more than seven days.</p> <p>Loss or restriction of a professional license alone does not constitute a disability.</p> <p>Pre-Existing Conditions Endorsement may be added based on underwriter discretion.</p>
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.	Will not pay disability benefits for more than a total of 12 months while you are living outside of the U.S. or Canada (and Mexico for policies issued in New York). If, after 12 months of receiving benefit payments, you return to the United States or Canada (or Mexico for policies issued in New York), you may be eligible to resume benefits.

Other Features & Riders

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Catastrophic Disability Benefit Rider	Available at additional cost	Available at additional cost.
Family Care Benefit	Not Available	<p>Built in. Family care benefit will be paid if insured is working at least 20% fewer hours to care for a family member with a serious health condition and insured's monthly earnings are reduced at least 20% due to the loss in hours. The insured cannot be disabled and no other benefits can be payable under the policy.</p> <p>During the life of the policy, the benefit can be claimed up to two times, and the maximum amount payable is six times the basic monthly benefit.</p> <p>Endorsement available to remove.</p>
Future Insurability Option	Future Insurability Option Rider available at additional cost	Future Purchase Option Rider available at additional cost
Group Supplement Rider	Available at additional cost. Provides partial disability benefit to supplement group benefit provided by an employer.	Not Available
Rehabilitation Benefit	Built in	Built in
Right to Apply For Additional Monthly Benefit	Built in	Not Available
RetireGuard Rider	Available at additional cost	DI Retirement Security available additional cost
Student Loan Rider	Not Available	Available additional cost
Survivor Benefit	Not Available	Built in. A benefit equal to three times the basic monthly benefit will be paid to a survivor if insured dies while disability benefits are payable.
Suspension of Policy	Built in for Military	Built in Military
Transplant Surgery	Not Available	Built in. Will pay a disability benefit if the insured becomes disabled as a result of surgery to transplant part of the insured's body to someone else. Surgery must occur after policy effective date.

MASSMUTUAL: KEY POINTS OF DIFFERENTIATION

- MaxElect is Guaranteed Standard Issue with the potential to underwrite above the GSI.
- MaxElect is a **participating policy**, which means dividends may be payable, although not guaranteed.
- MaxElect is noncancelable to age 65
- Our base policy definition of total disability provides coverage in the insured's **own occupation** for the length of the benefit period.
- 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 on all policies (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; the recovery benefit is payable up to maximum benefit period.
- MaxElect **Mental/Nervous/ Substance Abuse** benefit period limitation is per occurrence vs lifetime
- A **Right to Apply for Additional Monthly Benefits** provision is included in every policy.
- MaxElect offers a **Group Supplement Rider** that provides for additional return-to-work benefits in a partial disability scenario.

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.

