

Retirement Reimagined

A Combination of Apex VUL® & Whole Life Insurance

From Massachusetts Mutual Life Insurance Company (MassMutual®) and
C. M. Life Insurance Company (C.M. Life), a wholly-owned subsidiary of MassMutual.



Apex VUL + Whole Life Insurance
= Retirement Reimagined

Reimagine Retirement with our Apex VUL®
and Whole Life insurance strategy.
In addition to death benefit protection,
the combination of these products
can help your clients with
a retirement income alternative.



Case Study

Meet Trent

45 years old, in great health

Married with two children

Established professional with a high-paying job

Confident that his current retirement savings plan will address his and his wife's fixed expenses

CONCERNS:

- Death benefit protection
- Planning for discretionary expenses in the future
- Navigating volatile markets, fluctuating interest rates, and taxes
- Planning for college savings and leaving a legacy

You recommend that Trent consider leveraging the benefits of permanent life insurance to help address his concerns. Whole Life and Apex VUL may be a good option for him, offering:



Permanent death benefit to protect his loved ones.



Ability to diversify where his money goes.



Tax-Advantaged income in retirement.



Ability to choose where income comes from and when that should happen.

A LIFETIME OF PROTECTION WITH INVESTMENT OPPORTUNITIES

Apex VUL is a flexible premium variable universal life (VUL) insurance policy that generally provides income tax free death benefit protection. It provides the potential to accumulate assets with a wide variety of investment options.

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.

Surrender charges apply to Apex VUL for the first 10 years of the policy (may be less in New York), which may substantially decrease the policy surrender value. While the policy allows for access to account value, you should know that there may be little to no account value available for loans and withdrawals in the early policy years. Taking withdrawals will decrease the no-lapse guarantee period. Borrowing from the policy may cause it to lapse.

While the whole life 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.



A FOUNDATION OF GUARANTEES

Whole life insurance offers a foundation of guarantees that your clients can count on. This includes a guaranteed premium, death benefit, and cash value.

RETIREMENT REIMAGINED

Combining the guarantees of whole life insurance with the potential account value accumulation of Apex VUL, gives policyowners the ability to use their policies in ways they may not have thought of before.

APEX VUL & WHOLE LIFE 65

Pairing Apex VUL with a Whole Life 65 would immediately provide Trent with considerable death benefit protection. This combination also gives him the ability to access his account value from the Apex VUL policy when the market is performing well and access the cash value from the Whole Life policy when the market is down.

WHOLE LIFE 65

- Ultra Preferred Non-Tobacco
- Premium — \$12,500 Annual
- Dividend Option:
Paid Up Additions
- Waiver of Premium Rider¹
- Initial Death Benefit: \$373,314

APEX VUL

- Ultra Preferred Non-Tobacco
- Premium — \$12,500 Annual
- Death benefit Option 2 to
Age 65; Level thereafter
- Disability Benefit Rider¹
- 8.00% Hypothetical Gross
Investment Return (7.83% net)
- Initial Death Benefit \$300,000

¹ Some riders have an additional cost.

Trent can control which policy he takes income from and when. The income strategy highlighted here has Apex VUL being used as the primary source for income, except during down years. You show income coming from the whole life policy roughly once every four or so years, which is how often, on average, the market has a down year. Starting at age 65 (Year 21), you illustrate \$50,000 in distributions each year according to the following strategy:

DISTRIBUTIONS FROM POLICY ²		
Years	Whole Life	Apex VUL
21	\$50,000	\$0
22	\$0	\$50,000
23	\$0	\$50,000
24	\$0	\$50,000
25	\$0	\$50,000
26	\$50,000	\$0
27	\$0	\$50,000
28	\$0	\$50,000
29	\$0	\$50,000
30	\$0	\$50,000
31	\$50,000	\$0
32	\$0	\$50,000
33	\$0	\$50,000
34	\$0	\$50,000
35	\$0	\$50,000
36	\$0	\$50,000
37	\$50,000	\$0
38	\$0	\$50,000
39	\$0	\$50,000
40	\$0	\$50,000

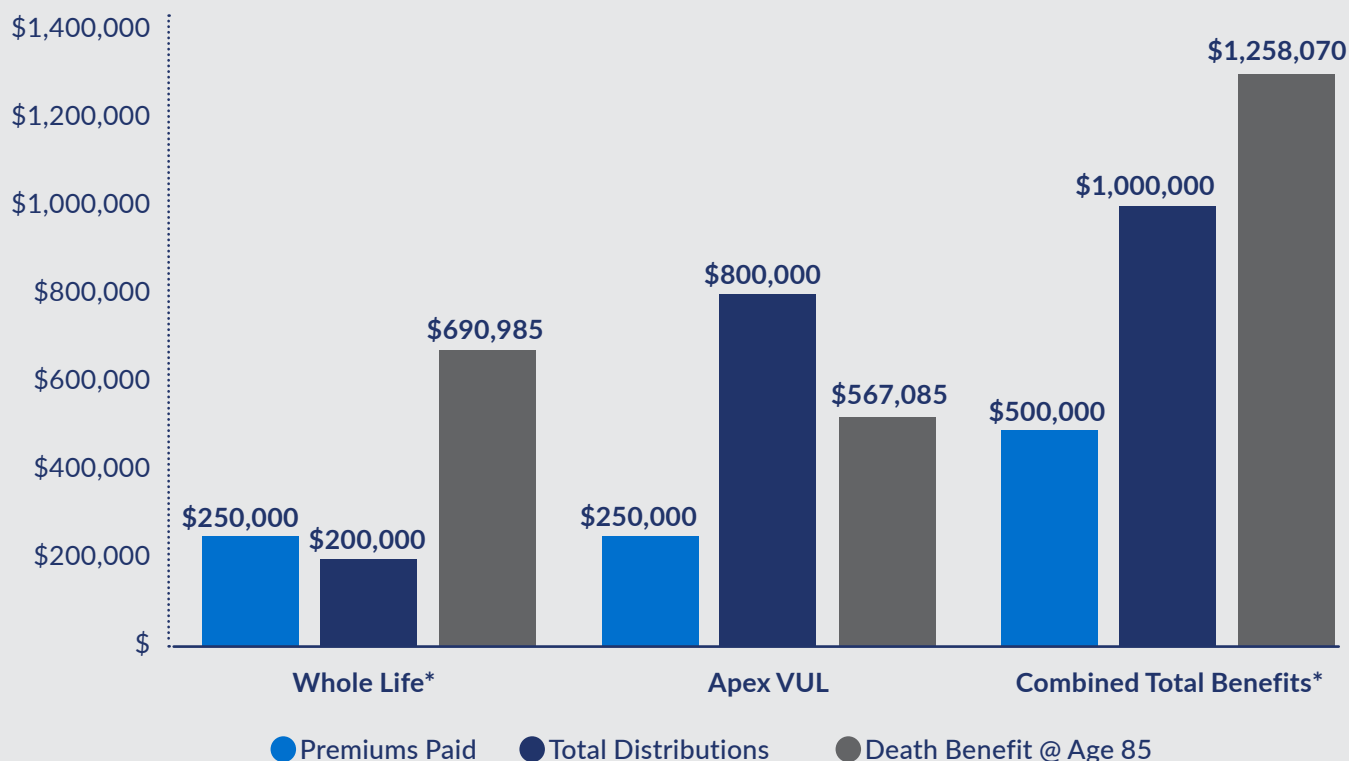
² Distributions under a whole life (WL) policy, including cash dividends and partial/full surrenders, and withdrawals from a variable universal life insurance (VUL) policy, are not subject to taxation up to the amount paid into the policy (cost basis). If the policy is a Modified Endowment Contract, policy loans and/or withdrawals/distributions are taxable to the extent of gain and are subject to a 10% tax penalty if the policyowner is under age 59½.

Access to WL cash values or VUL account values through borrowing, WL partial surrenders or VUL withdrawals, will reduce the policy's cash/account 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. RMDs not applicable to life Insurance.

Best of Both Worlds – Upside Potential & Downside Protection

This income strategy would provide the following for Trent (based on current assumptions):

- Cumulative total of \$1,000,000 in distributions over 20 years
- \$1,258,070 of permanent death benefit at age 85
- \$2,258,070 in total combined benefits at age 85, all for \$500,000 premium



*** The hypothetical example is for training purposes only:** The whole life policy values include dividends based on the 2025 dividend schedule and are not guaranteed. Dividends in future years may be lower or higher, depending on the company's actual experience. This supplemental illustration assumes that there is a loan with an adjustable loan rate of 5.29% for WL65 Pay.

The Apex VUL policy values assume a gross investment return of 8.00% (7.83% net) and current, non-guaranteed premium expense and policy charges and the hypothetical rates of return. These non-guaranteed assumptions are subject to change. This example assumes there is a fixed loan rate of 3.00%.

These supplemental illustrations assume that the currently illustrated non-guaranteed values will continue unchanged for all years shown by the insurer. This is not likely to occur, and actual results may be more or less favorable than those shown.

When working with clients, a MassMutual Whole Life Basic illustration must be presented using current assumptions and the current dividend schedule. Clients should be referred to the Basic Illustration for guaranteed elements and other important information. An Apex VUL illustration must also be presented using current assumptions. Refer to the Apex VUL illustration for guaranteed and current elements and premium expense and policy charges, explanations, and other important information.

You can't predict when market downturns will occur.
But you can be prepared, so you can reduce the impact
they will have on your retirement. It's retirement reimaged.

MassMutual...

Helping you secure what matters most.

Since 1851, MassMutual has been building a reputation for financial strength and integrity. At MassMutual, we operate for the benefit of our customers. Our business decisions are based on a single guiding principle: to help people secure their future and protect the ones they love.

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The products and/or certain features may not be available in all states. State variations will apply.

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.

MassMutual Whole Life series policies ((Policy Forms: MMWL-2018 and ICC18-MMWL in certain states, including North Carolina)/ (MMWLA-2018 and ICC18-MMWLA 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.

Guarantees are based on the claims-paying ability of the issuing company and do not apply to the investment performance, or the safety of amounts held in the variable investments.

Variable universal life products are sold by prospectus. Before purchasing a variable life insurance policy, investors should carefully consider the investment objectives, risks, charges and expenses of the variable life insurance policy and its underlying investment choices. For this and other information obtain the prospectuses for the variable life insurance policy and the prospectuses (or summary prospectuses, if available) for its underlying investment choices from your registered representative. Please read the prospectuses carefully before investing or sending money.

Apex VUL (Policy Forms: CMVUL-2023 and ICC23-CMVUL in certain states, including North Carolina) is individual, non-participating, flexible premium, adjustable variable life insurance issued by C.M. Life Insurance Company (C.M. Life), a wholly owned subsidiary of Massachusetts Mutual Life Insurance Company (MassMutual). C.M. Life is non-admitted in New York. Apex VUL (Policy forms: MMVUL-CA-2020 in California, and MMVUL-NY-2020 in New York) is issued by MassMutual. Both C.M. Life and MassMutual are located in Springfield, MA 01111-0001.

To offer or sell MassMutual and subsidiary company variable products, producers must be a registered representative of MML Investors Services, LLC (MMLIS), Member SIPC® (www.SIPC.org), or a broker-dealer that has a selling agreement with MML Strategic Distributors, LLC (MSD). MMLIS and MSD are subsidiaries of Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001, Members FINRA (www.FINRA.org).

Principal Underwriters:

MML Investors Services
MML Strategic Distributors, LLC

