MassMutual Massachusetts Mutual Life Insurance Company

MassMutual CareChoice^{SM} One MassMutual CareChoice^{SM} Select

Prepare For The Possibilities

MassMutual CareChoice One (CareChoice One) and MassMutual CareChoice Select (CareChoice Select) are whole life insurance policies with long term care riders (LTC Rider(s)) issued by Massachusetts Mutual Life Insurance Company (MassMutual®).

This guide will use LTC Rider(s) to refer to the LTCI Rider for CareChoice One and the Accelerated Death Benefit for Qualified Long Term Services Rider and the Extended LTC Benefits Rider for CareChoice Select.

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CareChoice products are life insurance policies with riders that provide long term care benefits. They are appropriate for individuals who need long term care coverage and life insurance as a secondary benefit. CareChoice policies offer individuals a way to help prepare for their future long term care needs. Your clients may want to consider additional coverage options as a way to meet all of their life insurance and long term care needs.

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.

The Market for CareChoice Products

The CareChoice products offer a combination of benefits that make them an attractive long term care planning option for many prospects.

Consider individuals between the ages of 45 and 65 who are concerned that long term care expenses could deplete their retirement savings, but are unwilling to purchase traditional long term care insurance because they:

- Do not want to pay for benefits that they may never need.
- Are reluctant to commit premium dollars that they will not have access to later on.

As a result, they may decide to self-insure their future long term care (LTC) needs with personal savings or investments that are "ear-marked" as emergency funds to help pay LTC expenses, if needed.

How Can You Help These Prospects?

CareChoice policies provide long term care protection with permanent life insurance as a secondary benefit. They allow individuals to use a portion of their savings or income to purchase a policy that provides a guaranteed pool of long term care benefits.

The CareChoice products provide guaranteed benefits to help your clients address three different possibilities:

1 | **They need long term care:**
Once they have satisfied the 90-day elimination or waiting period, they can access up to the Maximum Monthly Benefit amount from the guaranteed LTC Benefit Pool to pay for covered expenses.

2 | **They never need long term care:**
The policy provides a guaranteed death benefit that will generally be paid income tax free to their beneficiaries.

3 | **They change their minds:**
They can cancel their policy at any time and receive the Policy Surrender Value.

For most CareChoice One policies, the guaranteed Policy Surrender Value will exceed the single premium they paid before the 10th policy year.

MassMutual's Competitive Advantage

The CareChoice products offer guaranteed benefits that are competitive with other LTC/life combination insurance products. What sets CareChoice policies apart from our competitors' products is that they are participating whole life policies that are eligible to receive dividends.[1]

Dividends used to purchase Paid-Up Additions will increase the policy's death benefit and the Policy Surrender Value. This additional death benefit will also increase the LTC Benefit Pool and may be accelerated as LTC benefits once the guaranteed LTC benefits have been exhausted.

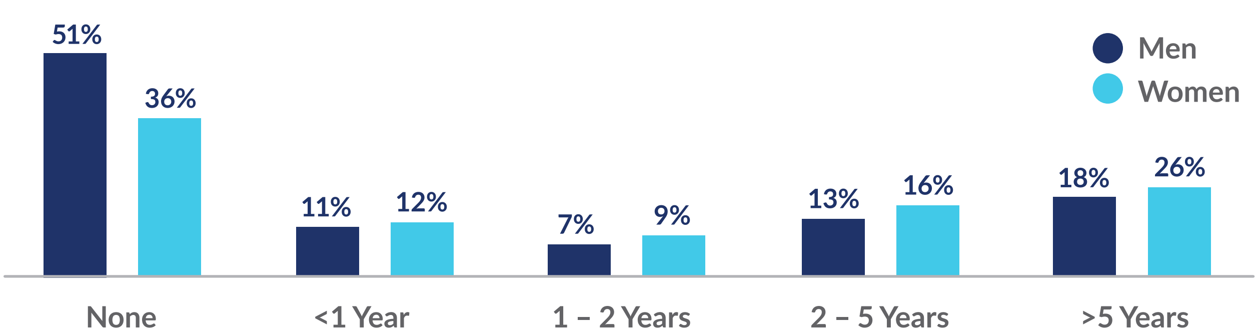
When selling a CareChoice policy, it is important to put the value of both the life insurance and LTC benefits in perspective.

A report published by the National Association of Insurance Commissioners (NAIC) in 2016 titled The State of Long Term Care Insurance provides some enlightening statistics concerning the expected lifetime need for long term care for individuals turning age 65 between 2015 and 2019. These include:

- About 48% will never have a long term care need.
- Among the 52% who will have a need, over half will need care for less than two years.
- Less than 14% will need care for more than five years.

So while the long term care benefits that CareChoice policies provide are important, the life insurance protection and cash value they provide should be an essential part of the buying decision.

LIFETIME NEED FOR LTC FOR PERSONS TURNING 65 IN 2021-2025



Source: Long-Term Services and Supports for Older Americans: Risk and Financing - Office of the Assistant Secretary for Planning and Evaluation, Office of Behavior Health, Disability, and Aging Policy, 2022.

[1] Dividends are not guaranteed.

Overview of CareChoice Products

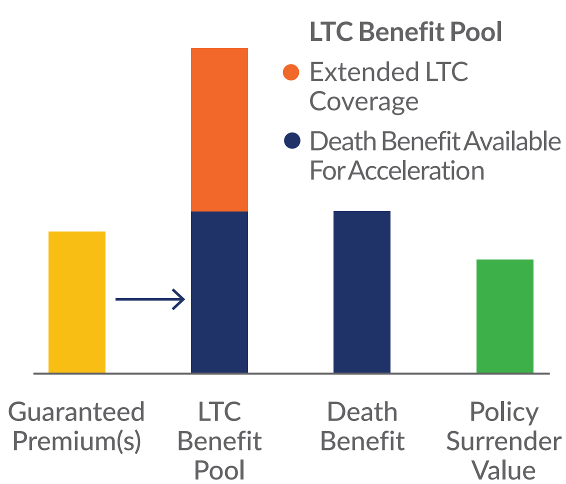
CareChoice One is a single premium whole life insurance policy with an LTC Rider. The single premium is comprised of premiums for the whole life policy and the rider.

CareChoice Select is a level premium, 10-pay whole life insurance policy with LTC Riders. The annual premium is comprised of premiums for the whole life policy and riders.

CareChoice Policies provide three important guarantees:

- A guaranteed pool of long term care benefits (LTC Benefit Pool).
- A guaranteed death benefit.
- A guaranteed Policy Surrender Value that increases over time.

PREMIUMS AND GUARANTEED POLICY BENEFITS



The chart above illustrates the guaranteed policy benefits that a CareChoice policy without inflation protection provides. The LTC benefits are first paid as an acceleration of the death benefit, which will reduce both the death benefit payable and the Policy Surrender Value.

The whole life policy provides:

- The base policy death benefit.
- The guaranteed cash value.
- Eligibility to earn policy dividends, which are not guaranteed.

The LTC Riders provide:

- The ability to accelerate the policy's death benefit to help pay for long term care expenses.
- An Extended LTC Coverage amount that is available to pay additional long term care benefits.
- A partial return of premium for the LTC Riders (see the Policy Surrender Value section on the next page).

CareChoice policies are not available without the LTC Riders, and the LTC Riders cannot be canceled or dropped from the policy.

Underwriting is required for both the policy and the riders.

Policy Surrender Value

The policyowner may surrender his or her policy at any time for the Policy Surrender Value. The Policy Surrender Value is made up of two parts:

1 | **The cash surrender value of the whole life policy.**

2 | **A partial return of premium(s) for the LTC Riders.**
The amount of the partial return of premium for each year is stated in the policy. This portion of the Policy Surrender Value generally decreases over time while the whole life policy's guaranteed cash value increases. This amount could instead be taken as reduced LTC coverage.[2]

Policy Surrender Value = The whole life policy's cash surrender value (which generally increases over time) + The partial return of premium for the LTC Riders (which generally decreases over time)

Only the whole life policy's cash value is available for partial surrenders of Paid-Up Additions and policy loans.

Since CareChoice One is a single premium whole life policy, most will be Modified Endowment Contracts (MECs). CareChoice Select policies will generally not be MECs. Refer to the Income Taxation section of this guide for additional information.

If the policy is a MEC, partial surrenders and loans are taxable to the extent of gain and will be subject to a 10% tax penalty if the policyowner is under age 59½.

Dividends Provide Additional Benefits

Any additional whole life insurance purchased with policy dividends[1] (Paid-Up Additions) can be accelerated as rider benefits once the initial base policy face amount has been accelerated and the Extended LTC Coverage has been exhausted.

This means that even after four years of LTC benefit payments at the Maximum Monthly Benefit amount, any Paid-Up Additions will be available to pay additional life insurance or LTC benefits. This is a significant competitive advantage when comparing CareChoice products to most of the LTC-Life combination policies offered by other companies.

[2] If the policy terminates due to over-borrowing (i.e., exceeding the policy debt limit), only the reduced LTC coverage would be available.

How the LTC Riders Work

CareChoice policies offer two long term care benefit designs:

1 | Without inflation protection

2 | With inflation protection

The next several sections of this guide focus on policies without inflation protection, as we expect that benefit design to be predominantly chosen. Information about inflation protection is covered later in the guide.

LTC Benefit Pool

The LTC Benefit Pool is the total amount available to pay monthly long term care benefits.

At issue, the LTC Benefit Pool is equal to the base policy face amount plus an Extended LTC Coverage amount that is equal to the base policy face amount. As a result, the initial LTC Benefit Pool will always equal two times the base policy face amount.

Maximum Monthly Benefit

The Maximum Monthly Benefit (MMB) amount is the maximum amount that can be paid in benefits for a given policy month. The MMB is equal to the initial LTC Benefit Pool divided by 48, so LTC benefits are guaranteed to last a minimum of four years. The MMB will never change.

STATE VARIATIONS

California#, New York#, Washington State and Wisconsin require minimum Maximum Monthly Benefits:

- California: $1,500
- New York: $3,100
- Washington State: $775
- Wisconsin: $1,860

Subject to product approval in this state.

Dividend Options

There are multiple dividend options available with CareChoice policies:

- Paid-Up Additions
- Reduce Premiums (CareChoice Select)
- Cash
- Accumulate at Interest

Many policyowners will elect Paid-Up Additions (PUAs) because this dividend option will increase the cash value, death benefit, and the LTC Benefit Pool. If the policy is a MEC, the Cash or Accumulate at Interest options may result in an income tax liability.

Using Dividends to Purchase Paid-Up Additions

If the policyowner elects to use policy dividends[1] to purchase PUAs, the face amount of these additions will also be available to accelerate as LTC benefits and will increase the LTC Benefit Pool accordingly.

PUAs will not increase a policy's Maximum Monthly Benefit amount. Instead, they increase the minimum number of months that the MMB can be paid.

The Effect of LTC Benefit Payments on the Policy

How LTC Benefits are Paid

Once the insured becomes eligible to receive monthly LTC benefit payments, the LTC Benefit Pool will be paid out as follows:

1 | Benefits are first paid as an acceleration of the base policy face amount.

2 | Once the entire base policy face amount has been paid out as LTC benefits, additional benefits will be paid from the Extended LTC Coverage amount.

3 | The face amount of any PUAs is available to be accelerated as LTC benefit payments once the Extended LTC Coverage is exhausted.

Once all three of these components have been paid out as benefits, no additional long term care benefits will be available. Any PUAs purchased after the LTC Benefit Pool is exhausted cannot be accelerated as LTC benefits.

Premium Credit with CareChoice Select

If LTC benefits are being paid on a CareChoice Select policy during the first 10 years (while premiums are due), a portion of the premium for the LTC Riders will be credited. The premium credit is based on the total LTC Benefits paid in proportion to the sum of the Base Benefit Pool and Extended LTC Coverage amount. If premiums are being waived under the Waiver of Premium Rider, no premium will be credited under this provision.

The Effect of LTC Benefit Payments on Policy Values

As LTC benefit payments are made, they will have the following effect on the policy:

- The LTC Benefit Pool will be reduced by the amount of each benefit payment.
- The LTC benefits paid as an acceleration of the base policy or PUAs face amount will reduce the death benefit payable dollar-for-dollar, and the cash surrender value of the life policy will be reduced by the cash value associated with the face amount accelerated.
- The LTC benefits paid as Extended LTC Coverage will reduce the partial return of premium for the LTC Riders (if any) dollar-for-dollar.

Any portions of the base policy face amount and the face amount of any PUAs that have not been accelerated as LTC benefits will continue to be payable upon death.

THE EFFECT OF LTC BENEFIT PAYMENTS ON POLICY VALUES

	Reduction In LTC Benefit Pool	Reduction In Policy Death Benefit	Reduction In Cash Surrender Value	Reduction In Partial Return of Premium for LTC Riders
1st Acceleration of the Base Policy Face Amount	Dollar-for-Dollar	Dollar-for-Dollar	Proportional (Base Policy Cash Value)	None
2nd Extended LTC Coverage	Dollar-for-Dollar	None	None	Dollar-for-Dollar
3rd Acceleration of PUAs Face Amount	Dollar-for-Dollar	Dollar-for-Dollar	Proportional (Paid-Up Additions Cash Value)	None

The payment of rider benefits will not impact the whole life policy's dividends, which will continue to be based on the full base policy face amount and the full face amount of PUAs regardless of any LTC benefit payments that have been made. In other words, dividends will continue to be paid on any base policy or PUAs face amount that has been accelerated as benefits.

Taking loans or surrendering PUAs from the policy will reduce the death benefit payable and LTC coverage.

Any PUAs that have been accelerated as benefits will not be available for surrender.

Liens Against the Whole Life Policy

Reductions in the death benefit payable as a result of LTC benefit payments are made by applying a lien against the death benefit. There will also be a corresponding lien against the cash value associated with the death benefit accelerated.

There are no interest or other charges associated with the liens against the policy's death benefit and cash value. However, since the policy cash value associated with any accelerated death benefit increases each year, the cash value lien increases by the same amount.

Required Repayment of Policy Loans

If there is a loan against the policy's cash value, and LTC benefits are paid that result in an acceleration of the death benefit, a portion of each LTC benefit payment will be used to repay the loan. As a result, the rider benefit paid will be reduced by this amount.

CareChoice Select – Additional Riders and Options

Since CareChoice Select has premiums due during the first 10 policy years, there are some additional riders and options available.

Waiver of Premium Rider

This rider provides for waiver of the premium for the base policy and all riders if the insured becomes totally disabled. The benefit will be provided after a six-month waiting period.

Once the waiting period has been satisfied, if the disability began prior to age 60, premiums will be waived during the continuance of disability. If disability began on or after the policy anniversary nearest age 60 but prior to the policy anniversary nearest age 65, premiums will be waived as long as the insured remains disabled until the policy anniversary nearest age 70. The rider terminates at age 65, unless premiums are being waived.

Rider Specifications

Issue Ages: 0 – 59

Premiums:

- Rates vary by issue age, gender, and risk class.
- Rider rates per $1,000 of face amount.
- Premiums are payable to attained age 65 with the last premium due at attained age 64, or for the base policy premium payment period, if earlier.

Using Policy Dividends to Reduce Out-of-Pocket Premiums

CareChoice Select policies are eligible to receive dividends, which are not guaranteed. Dividends may be applied to reduce the next year's premium due (Reduce Premiums dividend option).

The Alternate Payment Option (APO) is also available. Under APO, dividends and partial surrenders of accumulated PUAs are used to pay premiums. It's important to note that a dividend schedule change may increase or decrease the number of out-of-pocket premiums required to keep the policy in force.

Under a full APO, the policy must be on an annual billing mode and must have sufficient dividends, plus cash value of PUAs to carry the policy for a full year.

Under a partial APO, a portion of the premium is paid in cash, and the balance is paid from dividends and cash value of PUAs. A policy on partial APO can be billed annually, semi-annually or quarterly but cannot be paid monthly (preauthorized check, or PAC). The policy will be removed from APO if it does not have sufficient funds for the APO portion of the premium payment.

Face Amount Decreases

If a CareChoice Select policyowner wants to reduce their annual premium due, they have the option to decrease their policy face amount, within certain limits. The Base Benefit Amount (the base policy portion of the LTC Benefit Pool) and Maximum Monthly Benefit will be reduced proportionally. The Extended LTC Benefit will be reduced by the same amount as the Base Benefit Amount. A portion of the base policy cash value will be disbursed. The return of premiums for the LTC Riders will not change. Any PUAs will remain inforce and will be available for acceleration as LTC benefits. The Maximum Lifetime LTC Benefit after the decrease will be equal to the sum of the Base Benefit Amount, the Extended LTC Benefit, and the amount of any PUAs after the decrease in face amount.

Reduced Paid-Up Policy

If the policy lapses due to non-payment of premiums, and there is a Cash Surrender Value, the Policy Value (total cash value minus the cash value of PUAs) less any cash value lien will be applied to purchase reduced paid-up life insurance. No additional premiums will be due. Any PUAs on the date of lapse that have not been accelerated as LTC Benefits will remain in effect after lapse. PUAs that have been accelerated as LTC Benefits under the LTC Riders will terminate on the date of lapse. The Cash Surrender Value of the policy will not change.

If no LTC benefits have been paid, the Base Benefit Amount and Maximum Monthly Benefit will be reduced in proportion to the base policy face amount reduction. The Extended LTC Benefit will be reduced by the same dollar amount as the Base Benefit Amount. Any PUAs will continue to be available for acceleration as LTC benefits. LTC Benefits will be paid in the same order — acceleration of the reduced Base Benefit Pool, then the reduced Extended LTC Coverage and finally acceleration of any PUAs.

If LTC benefits were paid prior to the policy lapsing, the Base Benefit Amount and MMB will be reduced in proportion to the base policy face amount reduction, then further reduced by the excess of the Death Benefit Lien over the Cash Value Lien associated with LTC Benefits paid as acceleration of the face amount, not to go below zero. The Extended LTC Benefit will be reduced by the same dollar amount the Base Benefit Amount would have been reduced by if no LTC Benefits had been paid, then further reduced by the amount of any LTC Benefits paid under the Extended LTC Benefits Rider. The PUAs balance will be reduced by the amount of any PUAs accelerated as LTC benefits.

The Maximum Lifetime LTC Benefit after lapse will be equal to the sum of the Base Benefit Amount, the Extended LTC Benefit, and the amount of any PUAs after lapse. The Maximum Monthly Benefit after lapse will be reduced by the same proportion that the face amount would have been reduced by if no LTC benefits had been paid.

Income Taxation

Long Term Care Benefits

The LTC Riders are intended to be a federally tax-qualified long term care insurance contract under Section 7702B(b) of the Internal Revenue Code, as amended. Therefore, any long term care benefits paid under the LTC Riders are generally received income tax free.

Benefit payments received under the LTC Riders may be taxable if the policyowner has received benefit payments under other long term care insurance coverage for the same services. Policyowners and their tax advisors should consider any other long term care coverage they may have before accessing benefits under the LTC Riders.

Death Benefit

Any portion of the death benefit that has not been accelerated for LTC benefits will generally be paid income tax free to the beneficiaries.

Other Distributions

Most CareChoice One policies will be Modified Endowment Contracts (MECs), which means that any distributions from the policy (including dividends paid in cash or accumulated at interest, full or partial surrenders, or policy loans) are taxable to the extent of gain in the policy and are subject to a 10% tax penalty if the policyowner is under age 59½.

In general, the only non-MEC CareChoice One policies are those predominantly funded via a tax-free exchange from a non-MEC life insurance policy under Internal Revenue Code Section 1035.

Most CareChoice Select policies will not be MECs. A policy will be a MEC if any portion of the first year premium is funded via tax-free exchange from a policy that is a MEC. A policy will also be a MEC if a significant portion of the first year premium is funded via 1035 exchange from a policy that is not a MEC.

Only the premiums for the whole life policy (excluding any premiums for the LTC Riders) will be counted as cost basis for determining gain.

Deductibility of Premiums for LTC Riders

A portion of the premiums paid for the LTC Riders may be tax deductible depending on the individual circumstances of the policyowner. Policyowners should consult with their tax advisors for more information.

Eligibility for LTC Benefits

Eligibility for Benefits

LTC benefits will be payable when MassMutual verifies each of the following:

- The insured is certified as Chronically Ill by a licensed health care practitioner within the previous 12 months. This means that either:
  - The insured cannot perform, without substantial assistance, at least 2 of 6 activities of daily living (bathing, continence, dressing, eating, toileting and transferring), and this is expected to continue for at least 90 consecutive days due to loss of functional capacity.
  - Or, the insured has a severe cognitive impairment, such as Alzheimer's disease or irreversible dementia.
- The insured received Covered Services (described in the next section on this page).
- The LTC Riders coverage was in effect at the time the insured received the Covered Services.
- The 90-day Elimination Period has been satisfied (in New York#, this is a Waiting Period).
- All required claims information has been submitted.
- The claim is not subject to any exclusions, limitations or non-duplication of benefits provisions.

STATE VARIATIONS

In **Montana,** cognitive impairment is not described as "severe" in the Chronically Ill definition.

Covered Services

The LTC Riders provide benefits for qualified long term care services that are part of a plan of care prescribed by a licensed health care practitioner. These services are generally provided by a nursing facility, assisted living facility or hospice facility. Covered Services also include home health care and hospice services provided at the insured's home, as well as community-based services at an adult day care center.

STATE VARIATIONS

In **California#**, LTC benefits are payable for respite care. In addition, assisted living facilities are referred to as residential care facilities in California. Refer to the California State Variations section for additional information.

Elimination Period

There is a 90-day period prior to when LTC benefits are payable. This is called the Elimination Period. During this period:

- LTC Riders must remain inforce.
- The insured must be Chronically Ill.
- The insured must be receiving Covered Services.

Benefits are not payable for Covered Services received during the Elimination Period.

Days do not need to be consecutive to count toward the 90 days. Home and community-based services provided for just one day in a given week will count as seven days toward completion of the Elimination Period.

STATE VARIATIONS

In **New York#**, there is a 90-day Waiting Period rather than an Elimination Period. Refer to the New York State Variations section for additional information.

Payment of LTC Benefits

Once all eligibility criteria and the 90-day Elimination Period have been satisfied, MassMutual will pay an amount equal to the expenses incurred for Covered Services received by the insured in a policy month, up to the Maximum Monthly Benefit amount for that policy month. Benefits paid cannot exceed the LTC Benefit Pool at the time of payment.

Care Coordination Services

Care Coordination is an additional benefit designed to help relieve some of your client's stress when it comes to initiating and maintaining various care services. Purchasing a CareChoice policy automatically gives your client access to Care Coordinator services at no cost.

A Care Coordinator will:

- Assist in developing a plan of care.
- Coordinate appropriate services.
- Monitor ongoing delivery of such services.

Care Coordination services may begin prior to satisfying the 90-day Elimination Period. The cost of these services will be billed directly to MassMutual and will not reduce the LTC Benefit Pool. The insured is not required to use Care Coordination services in order to receive LTC benefits.

Partnership Programs

Certain traditional LTCi policies qualify for Partnership Programs. In addition to any long term care benefits paid by these policies, qualifying for a state's Partnership Program means that a portion of the insured's personal assets are protected from having to be used for long term care expenses.

CareChoice policies do not qualify for Partnership Programs. However, some prospects may find it appealing to use a CareChoice policy to supplement a standalone LTCi policy they already own.

Policies With Inflation Protection

LTC Benefit Pool: Inflation Protection

If inflation protection is selected, the initial LTC Benefit Pool will be less than the initial face amount. The LTC Benefit Pool (which is net of any LTC benefits paid) then increases on each policy anniversary at a compound annual rate of 5%. For policies issued in California#, the 5% increase is applied assuming that the LTC Benefit Pool is not reduced by any LTC benefits paid.

If no long term care benefits are paid, the LTC Benefit Pool is guaranteed to equal the base policy face amount plus an Extended LTC Coverage amount equal to the base policy face amount at age 85. The LTC Benefit Pool will continue to increase by 5% after age 85 via increases in the Extended LTC Coverage amount.

As with policies without inflation protection, PUAs increase the LTC Benefit Pool. Inflation increases to the LTC Benefit Pool that are attributable to PUAs are made as Extended LTC Coverage. As a result of these inflation increases, dividends for policies with inflation protection will be reduced by a rider charge (percentage) before being applied to purchase PUAs. Consequently, the face amount of PUAs purchased is lower per dollar of dividend applied.

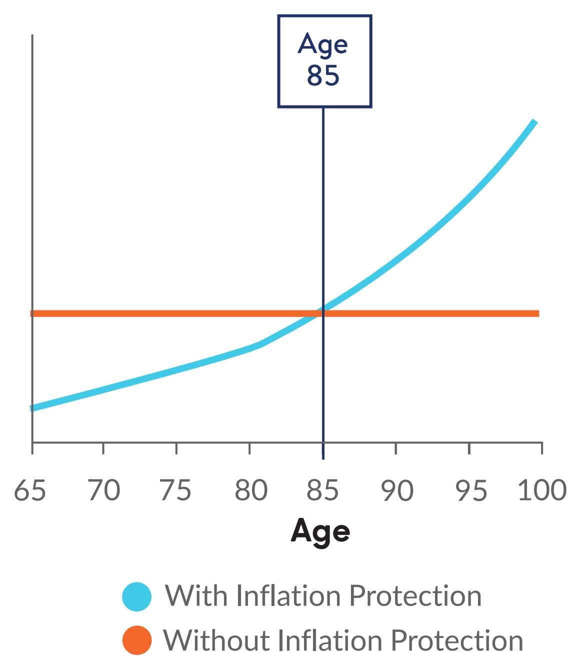
The cumulative effect of purchasing PUAs with lower face amounts is that future dividends earned on PUAs will be lower. This means that policies with inflation protection will also have lower cash values than policies without inflation protection when dividends are used to purchase PUAs.

Maximum Monthly Benefit: Inflation Protection

The Maximum Monthly Benefit is equal to the initial LTC Benefit Pool (which is less than the base policy face amount) divided by 48, and increases on each policy anniversary by a compound annual rate of 5%.

The MMB for a policy with inflation protection will equal that of a policy without inflation protection at age 85. LTC benefits are guaranteed to last a minimum of four years.

MAXIMUM MONTHLY BENEFIT



STATE VARIATIONS

California[#], **New York**[#], **Washington State** and **Wisconsin** each have different minimum MMBs (see page 5 for details). As a result, each of these states may also have minimum face amounts that vary. In general, the minimum face amount for policies with inflation protection in these states is the greater of:

- For CareChoice One: the face amount purchased by the minimum single premium of $25,000. For CareChoice Select: the minimum face amount of $40,000; or
- The face amount that results in the minimum initial MMB for the state.

LTC Benefit Pool Comparison: Without vs. With Inflation Protection

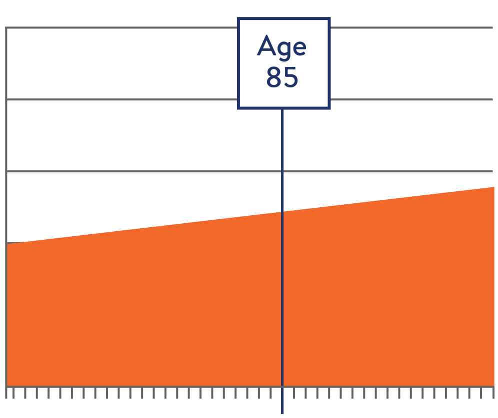
A policy with inflation protection will have a lower guaranteed LTC Benefit Pool than a policy without inflation protection until the insured reaches age 85.

As a result, selecting the inflation protection design is generally more appropriate for buyers who want guaranteed increases to their LTC Benefit Pool after age 85, and in exchange, are willing to have a lower LTC Benefit Pool prior to age 85.

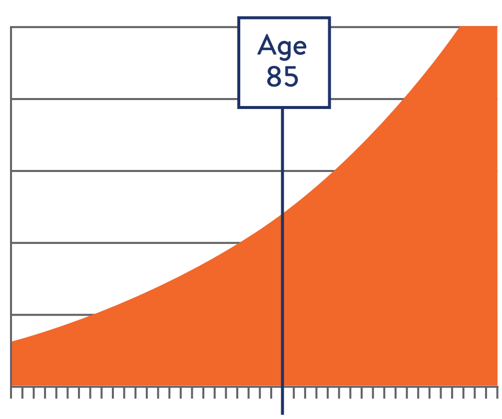
The following charts illustrate these differences. As you can see, the guaranteed LTC Benefit Pool of the policy with inflation protection is much lower at issue, and eventually exceeds the LTC Benefit Pool of the policy without inflation protection.

LTC BENEFIT POOL FOR A POLICY WITHOUT AND WITH INFLATION PROTECTION*

Without Inflation Protection



With Inflation Protection



* These charts assume that policy dividends are applied to purchase PUAs, which increases the LTC Benefit Pool. Dividends are not guaranteed.

A policy with inflation protection may appeal to some buyers who do not expect to need long term care until they are older.

It's important to remember that, while policies with inflation protection offer higher LTC benefits at older ages, they also have these disadvantages when compared to policies without inflation protection:

- Fewer funds available to pay long term care expenses before age 85.
- Lower death benefits and Policy Surrender Values if policyowners use dividends to purchase PUAs.

Inflation Protection Mechanics

There are subtle differences between the mechanics of inflation protection for CareChoice One (non-New York and non-California) as compared to inflation protection for CareChoice Select and CareChoice One issued in New York[#] or California[#].

For Non-NY and Non-CA CareChoice One policies, the Initial LTC Benefit Pool is equal to a portion of the initial death benefit — there is no Extended LTC Coverage. It then increases each year by 5%, until it is equal to the initial death benefit. Subsequent 5% annual increases are Extended LTC Coverage.

For all CareChoice Select polices and CareChoice One policies issued in NY or CA, the initial LTC Benefit Pool is made up of equal parts Base Benefit Amount (a portion of the death benefit) and Extended LTC Coverage. Both then increase by 5% each year.

For a given policy with inflation protection (assuming no LTC benefits are paid) the LTC Benefit Pool and MMB will always be the same, **regardless of where it was issued**.

Product Specifications

	CareChoice One	CareChoice Select
Issue Ages/Gender	Ages 35 – 69 (35 – 65 for Tobacco risk classes). The minimum issue age in New York is 40. CareChoice policies are issued on a gender-distinct basis in all states except Montana, where they are issued unisex.	
Underwriting Classes	Non-Tobacco and Tobacco classes are available. Substandard ratings are not available. A paramedical exam is generally not needed, but may be required to determine insurability in certain circumstances.	
Availability	Available in all jurisdictions, subject to state approval. Producers must hold Life & Health licenses and must complete any statutory training required to sell long term care insurance in each jurisdiction. The policy does not qualify for state long term care Partnership Programs.	
Markets	Non-qualified only.	
Premium Payments	Single premium.	Level guaranteed premiums for 10 years (annual, semi-annual, quarterly or monthly).
Minimum Premium and Face Amounts	Minimum single premium: $25,000 Minimum face amount will vary based on the single premium and insured. Minimum face amounts in California, New York, Washington State and Wisconsin may vary.	Minimum face amount: $40,000 Minimum face amount NY#: $75,000 Minimum face amount WI: $45,000
Maximum Face Amounts	$720,000 based on the aggregate for all policies on a given insured. Some inflation protection policies in California# may have higher maximum face amounts. Refer to the California# State Variations section of this guide for additional information.	
Policy Loans	Loans against the life policy cash value (only) are allowed at any time. Loans are available at a fixed annual rate of 8% with direct recognition for CareChoice One and 6% with direct recognition for CareChoice Select. A policy loan will reduce the death benefit payable and LTC benefits available. If there is an outstanding loan on the policy, and LTC benefits are being paid as an acceleration of the death benefit, each benefit payment will be reduced by an amount that will be applied to reduce the loan. The reduction in the loan will be in proportion to the reduction in the cash value (net of liens).	
1035 Exchanges	1035 exchanges from existing life policies are allowed. 1035 funds can be applied to pay both the life premium and the LTC Riders premium. However, 1035 funds will first be applied to pay the life policy premium, and any remaining balance will then be applied to pay the LTC Riders premium. Any cost basis from a 1035 exchange will be transferred in proportion to the amount allocated to the whole life policy only. 1035 exchanges from a policy with a loan are not allowed. The 1035 amount must be less than or equal to the single or first year policy premium.	

Product Specifications (Continued)

	CareChoice One	CareChoice Select
Whole Life Policy Dividends[1]	The whole life policy dividends will vary by gender, underwriting class, issue age, and duration. The investment component of the dividend reflects a reduction specific to this product that is initially equal to 0.50% of policy reserves, gradually reducing to 0% by policy year 11. The LTC Riders are not participating.	The whole life policy dividends will vary by gender, underwriting class, issue age, and duration. The LTC Riders are not participating.
Dividend Options	• Cash • Paid-Up Additions • Accumulate at Interest	• Cash • Paid-Up Additions • Accumulate at Interest • Reduce Premium, excess to PUAs • Reduce Premiums, excess to Cash
Face Amount Increases	Not allowed.	
Modified Endowment Contract (MEC) status	Generally, will be a MEC. Certain 1035 exchanges may classify as a non-MEC.	Generally, not a MEC. Certain 1035 exchanges could cause the policy to be a MEC. Refer to the Income Taxation section for specifics.
Face Amount Decreases	Not allowed.	Allowed; LTC regulations require premium reductions for LTC policies with ongoing premiums. Consequently, we will allow face decreases to coincide with premium reductions.
Optional Riders	None	Waiver of Premium Rider — Premiums for the base policy and any riders will be waived if the insured becomes totally disabled.
Automatic Premium Loans	Not necessary with single premium	If elected, automatically makes loans to cover the premium not paid by the last day of the grace period.
Prospects	Ages 50 – 65 with significant funds in non-qualified assets.	Ages 45 – 60 with a steady source of income or available assets to pay level premiums over 10 years.
Financial Suitability	Varies depending on liquid net worth levels.	Varies depending on gross household income levels.
Reduced Paid Up	N/A	Available
Alternative Payment Option (APO)	N/A	Available

Case Study:
CareChoice One

Jane — Female, Age 60

Jane's mother spent several years in an Alzheimer's facility before she passed away last year. The cost of this care depleted her mother's life savings. Jane wants to explore ways to be better prepared to pay for long term care, if she someday needs it.

In addition to her retirement accounts, Jane has personal savings of about $300,000. She considered purchasing traditional long term care insurance. However, she thought it was too expensive for coverage she might never use. Jane is interested in learning about other LTC planning options. MassMutual CareChoice One may be a good alternative for her to consider.

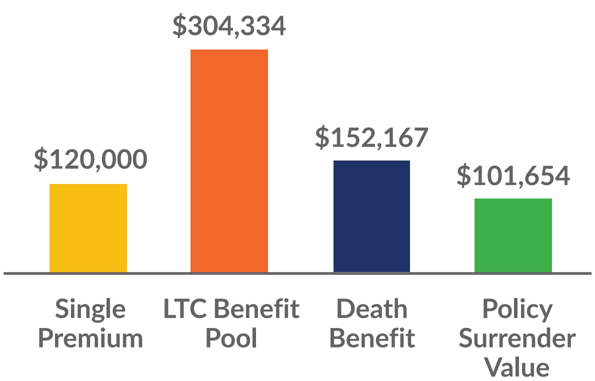
Case Parameters:

- **Insured:** Jane – Female/ Age 60/Non-Tobacco
- **Policy:** CareChoice One, No Inflation Protection (Issued in MA) — $120,000 Single Premium
- **Face Amount:** $152,167
- **LTC Benefit Pool:** $304,334
- **Maximum Monthly Benefit (MMB):** $6,340 ($304,334/48)
- **Dividend Option:** PUAs

After reviewing a sales illustration, Jane liked the idea of using $120,000 of her savings to purchase a policy that would immediately provide over $304,000 of guaranteed long term care benefits that she could receive on a monthly basis over four years. What made it even more attractive was that, even if she never needed the long term care benefits, her policy would provide other guaranteed benefits. These include a tax-free life insurance death benefit of over $152,167 and a policy surrender value that is guaranteed to exceed her $120,000 premium by the end of the eighth policy year. The following chart shows the guaranteed benefits Jane's policy provides at the end of the first policy year.

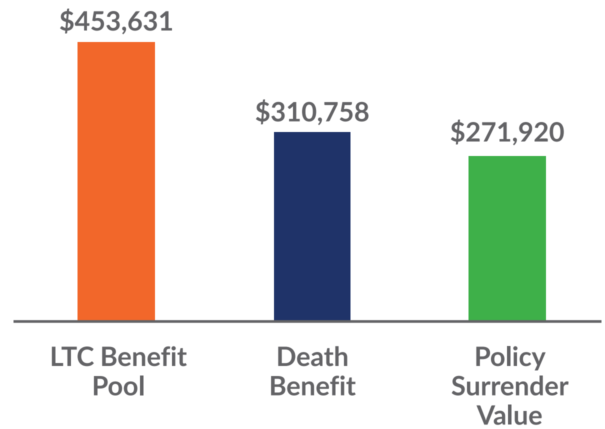
JANE'S TOTAL POLICY BENEFITS – YEAR 1

Maximum Monthly Benefit = $6,340



JANE'S TOTAL POLICY BENEFITS – AGE 85*

Maximum Monthly Benefit = $6,340



The whole life portion of Jane's CareChoice One policy is participating and eligible to receive annual dividends. While dividends are not guaranteed, MassMutual has paid them every year since 1869.

The additional long term value that policy dividends may provide is an important part of the policy.

Jane will use the dividends she receives to purchase PUAs, which increase her LTC Benefit Pool, death benefit and policy surrender value over time. The chart above illustrates Jane's total policy benefits at age 85, assuming dividends are used to purchase PUAs.

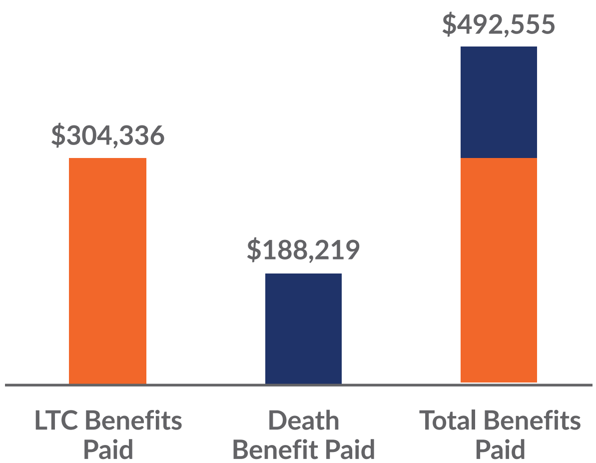
Jane's LTC Benefit Pool with PUAs grew to over $453,000. Her total life insurance protection and policy surrender value also increased significantly. If she qualified for LTC benefits and satisfied the 90-day elimination period, her MMB of $6,340 would last for a minimum of 71 months. LTC benefits would first be paid as an acceleration of her base policy face amount of $152,167. Once this has been exhausted, additional benefits are paid from the Extended LTC Coverage of $152,167. Once her extended coverage is exhausted, LTC benefits will continue to be available as an acceleration of her PUAs face amount and cash value. Jane's policy would also continue to be eligible to receive policy dividends based on the full face amount while she is receiving benefits. As a result, over the first 48 months, her PUAs death benefit, cash value and LTC Benefit Pool will continue to increase at the same pace that it would have if no benefits were paid.

***This hypothetical example is for training purposes only**. These values include dividends, which are not guaranteed and are based on the 2025 dividend schedule. Dividends in future years may be lower or higher, depending on the company's actual experience. This supplemental illustration assumes that there are no loans or distributions and no benefits have been paid. **When working with clients, a 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**.

Assume that Jane qualified for benefits at age 85, satisfied the 90-day elimination period, received the full MMB for 48 months and died at age 89. She would have received total LTC benefits of $304,336, and her beneficiary would receive a tax-free death benefit of $188,219, for combined total benefits of over $492,555. The following chart illustrates the total benefits that Jane's policy paid from Age 85 until her death at 89.

The combination of strong guaranteed benefits and cash value, combined with the additional benefits that dividends[1] may provide, make CareChoice One an attractive planning option for Jane.

JANE'S TOTAL BENEFITS PAID*
AGE 85 LTC CLAIM – DEATH AT 89



Case Study: CareChoice Select

Dale – Male, Age 55

Dale is planning to retire in 10 years. He wants to be better prepared to pay for long term care if he needs it at some point. Dale considered buying traditional long term care insurance, but thought it was too expensive. A MassMutual CareChoice Select policy may be a good planning option for him.

Case Parameters:

- **Insured:** Dale — Male/Age 55/ Non-Tobacco
- **Policy:** CareChoice Select, No Inflation Protection (Issued in MA) — Face Amount: $150,000
- **LTC Benefit Pool:** $300,000
- **Maximum Monthly Benefit (MMB):** $6,250 (300,000/48)
- **Annual 10 Pay Premium:** $12,591 (Life Premium: $10,878/ Premium for LTC Riders: $1,713)
- **Dividend Option:** PUAs

Dale likes the idea that CareChoice Select provides solid long term value, even if he never needs the long term care benefits. The 10-year premium payment period allows him to pay all of the premiums out of his annual bonus compensation over the next 10 years. His policy will be paid-up by the time he is ready to retire.

Dale has some other options available that would help reduce his out-of-pocket premiums. Since he is using his dividends[1] to purchase PUAs each year, he could take partial surrenders of any PUAs cash value to help pay premiums in a given year. It would make the most sense for him to do this during the latter part of the 10-year premium paying period. Since a portion of the cash value surrendered will be used to pay the premium for the LTC Riders, there will be a small reduction in his policy cost basis.

Alternatively, he could elect the Reduce Premium dividend option, which would use his annual dividend[1] paid each year to reduce the next year's annual premium.

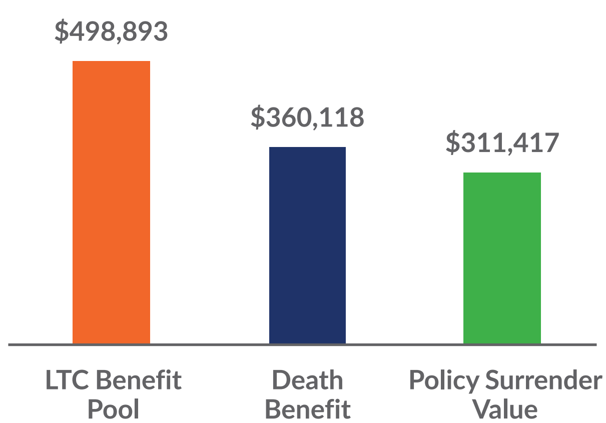
If he chooses either of these options, it will reduce the policy surrender value, death benefit and long term care benefits that his policy will provide.

Dale's Policy at Age 85

Assume that Dale paid his full policy premiums out-of-pocket for the 10 years (a total of $125,910), and kept his paid-up policy inforce until age 85. The following chart shows Dale's total policy values at age 85, with dividends applied to purchase PUAs.

DALE'S POLICY VALUES – AGE 85*

Maximum Monthly Benefit = $6,250



Dale's total LTC Benefit Pool grew to over $498,000. If we assume he qualifies for LTC benefits, and satisfies the 90-day elimination period, his MMB of $6,250 and would last for a minimum of 79 months.

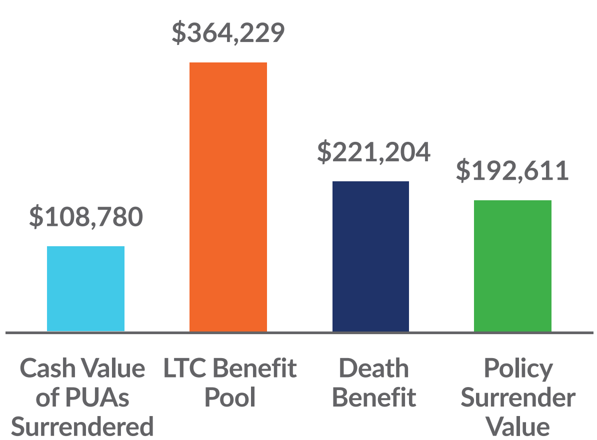
Dale's policy would also continue to receive policy dividends[1] based on the full face amount while he is on claim. As a result, over the first 48 months, his PUAs face amount, cash value and LTC Benefit Pool will continue to increase at the same pace that they would if no benefits were paid.

* **This hypothetical example is for training purposes only**. These values include dividends, which are not guaranteed and are based on the 2025 dividend schedule. Dividends in future years may be lower or higher, depending on the company's actual experience. This supplemental illustration assumes that there are no loans and no benefits have been paid. **When working with clients, a 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**.

Dale has another option that he should consider before he begins receiving LTC benefits. He has PUAs with a cash value of $167,948 at age 84. Dale has a cost basis of $108,780 — the sum of all the life insurance premiums he paid. He could surrender this amount (income tax free up to his cost basis) and still have all of the guaranteed benefits that his policy provides, plus the remaining PUAs. Dale could then use $108,780 for any purpose, including paying for long term care expenses during his 90-day elimination period or expenses that are in excess of his MMB of $6,250 each month while on claim. However, taking partial surrenders will reduce his Policy Surrender Value, Death Benefit Payable and LTC Benefit Pool.

DALE'S POLICY AFTER SURRENDERING PUAS — AGE 85*

Maximum Monthly Benefit = $6,250



Dale could surrender PUAs for their cash value at any time before or after going on claim. However, once he begins receiving LTC benefits, any claims paid as an acceleration of the policy death benefit will reduce his cost basis proportionally to the reduction in his total policy death benefit. As a result, it makes sense for Dale to consider taking partial surrenders of PUAs prior to receiving LTC benefits, so his full cost basis is available to him.

Overall, CareChoice Select is a great option for Dale. It allows him to effectively address his long term care protection needs before entering retirement and will provide substantial long term value and flexibility during retirement.

Help Your Clients Prepare for the Possibilities

CareChoice products offer attractive guaranteed benefits (LTC Benefit Pool, death benefit and Policy Surrender Value) and the potential to earn dividends, which are not guaranteed. It can help your clients address their long term care protection needs and may become an important part of their overall life insurance and retirement strategies.

> Whether your clients need long term care, never need long term care or change their plans, MassMutual CareChoice products deliver.

CareChoice Prospects:

- Generally are between the ages of 45 and 65 — CareChoice Select may be more appealing to younger prospects, while CareChoice One prospects are often closer to retirement.
- Are concerned that long term care expenses could deplete their retirement assets.
- Have not bought standalone LTCi because they are hesitant to pay for coverage that they may never need.
- Have significant funds in non-qualified assets such as:
  - Savings accounts
  - CDs
  - Mutual funds or brokerage accounts
  - Cash value life insurance
- CareChoice Select prospects should have a steady source of expected income to pay level premiums over 10 years.

Applying for a CareChoice Policy

There is a streamlined application process for CareChoice policies. The steps are as follows:

1 | **Pre-qualify the insured** – Use the CareChoice Pre-Qualifying Checklist and Underwriting Guidelines document (Form #: U1020ja) to determine if the proposed insured is eligible to apply.[3] If a candidate has ever been declined for life or long term care insurance or answers "yes" to any question in the Pre-Qualifying Checklist **you should not proceed with the application process.**

The purchase of these policies must also meet certain long term care financial suitability criteria. The Long Term Care Personal Worksheet included in the application packet is required and will help determine if the purchase is suitable based on the proposed owner's income or liquid net worth. These charts provide our suitability guidelines for these products.

CARECHOICE ONE FINANCIAL SUITABILITY

Liquid Net Worth:	The Sale Is:
Less than $50,000	Not suitable
Between $50,000 and $99,999	Suitable if proposed owner's out-of-pocket premium is less than 25% of liquid net worth
$100,000 or greater	Suitable if proposed owner's out-of-pocket premium is less than 50% of liquid net worth

CARECHOICE SELECT FINANCIAL SUITABILITY**

Household Income:	The Sale Is:
Less than $50,000	Not suitable
Between $50,000 and $99,999	Suitable if the owner's annual premium is less than $12,500
Between $100,000 and $149,999	Suitable if the owner's annual premium is less than $30,000
Between $150,000 and $199,999	Suitable if the owner's annual premium is less than $45,000
$200,000 or greater	Suitable up to the maximum allowable premium

** If the premium for a CareChoice Select policy exceeds the published limit for the Proposed Owner's income, the application will still be deemed suitable if the annual premium is 5% or less of their Liquid Net Worth.

Liquid net worth is defined as cash, cash equivalents and assets readily convertible to cash without incurring substantial penalties or surrender charges (e.g., penalties on accessing retirement funds prior to age 59½), less any unsecured debt.

Out-of-pocket premium is defined as the premium the proposed owner will be paying from his or her own assets. Funds from sources other than the proposed owner's assets (e.g., a trust, other individuals/entities) would not be considered out-of-pocket. Premiums are subject to product minimums.

[3] If the contract state is North Carolina, we are required to provide the client with the option to proceed with the purchase even if they do not meet our suitability criteria.

2 | **Provide the necessary forms/disclosures** – There are a number of documents that the proposed insured/owner are required to receive prior to applying for this product. The CareChoice Application (Leave with Client) Package is designed to ensure those documents are provided before completing the application. Also, note that the NAIC Shopper's Guide (or similar state-specific document) is required for this product in some states and must be provided prior to application.

3 | **Complete the application package** – Once you have determined that the proposed insured/owner is an appropriate candidate for a CareChoice policy, complete all applicable components of the CareChoice Application Package (including the CareChoice Application Part 1).

4 | **Prepare your client for the telephone interview** – The proposed insured should review the CareChoice Pre-Interview Guide (Form #: U0101) and complete the Personal History Worksheet section in preparation for a telephone interview to be conducted by a MassMutual representative.

5 | **Telephone interview** – A MassMutual representative will conduct a telephone interview to complete Part 2 of the application. The call is expected to last between 20 and 40 minutes. Completing the Personal History Worksheet section of the Pre-Interview Guide will help complete the call as quickly as possible.

6 | **Deliver the policy and collect premium** – Coverage is not inforce and commissions will not be processed until all delivery requirements have been satisfied and the full single premium (CareChoice One) or initial premium (CareChoice Select) has been paid. Delivery must take place within 30 days of the policy issue date. No premium may be collected before all delivery requirements are secured. Any premium being paid via 1035 exchange must be received within 6 months of the original issue date.

New York State Variations#

The New York versions of the CareChoice policies have some variations that warrant additional explanation.

Issue Ages

For all CareChoice polices, the issue ages in New York are 40 – 69 (40 – 65 for Tobacco classes).

Waiting Period

CareChoice policies issued in New York have a 90-day Waiting Period instead of an Elimination Period. During this time, the insured must be chronically ill and receiving Covered Services under a plan of care. After 90 days have passed, LTC benefits will be payable from the beginning of the Waiting Period.

Minimum MMB

The MMB for CareChoice policies issued in New York cannot be less than $3,100, which means that a policy will also have a minimum policy face amount and LTC Benefit Pool. Refer to page 15 for additional information.

Two LTC Riders with CareChoice One

The NY version of CareChoice One has the same two LTC Riders as CareChoice Select. While both riders are intended to provide federally tax-qualified LTC benefits, neither rider qualifies for the tax credit allowed under Section 606(aa)(1) of New York Tax Law.

For differences in inflation protection in NY, please refer to the inflation protection section starting on page 14.

California State Variations#

Maximum Coverage Amount

The maximum coverage amount[4] available in California is based on the initial Maximum Monthly Benefit (MMB). The maximum initial MMB allowed is $30,000 for policies with and without inflation protection. A $30,000 MMB on a policy without inflation protection results in a face amount of $720,000. The maximum coverage amount[4] for policies with and without inflation protection in other states is based on a face amount of $720,000. However, some inflation protection policies in California may result in a maximum coverage amount[4] that results in a face amount that exceeds $720,000. These policies will have additional underwriting requirements.

Minimum MMB

The Maximum Monthly Benefit in California cannot be less than $1,500, which means that a policy will also have a minimum policy face amount and LTC Benefit Pool. Refer to page 15 for additional information.

Respite Care

Unlike other states, LTC benefits are available for respite care in California. Respite care provides temporary relief to an informal caregiver (i.e., spouse/partner, friend or family member). The total amount of respite care benefits paid in any policy year cannot exceed the Maximum Monthly Benefit amount for that policy year. The Elimination Period does not need to be satisfied before respite care benefits are paid.

For differences in inflation protection in CA, please refer to the inflation protection section starting on page 14.

[4] Maximum coverage amounts are aggregate amounts (either MMB or face amount) for all CareChoice policies on a given insured.

The LTC Riders are intended to be federally qualified long term care insurance contracts and may qualify you for federal and state tax benefits. Therefore, any long term care benefits paid under the LTC riders are generally received income tax free and a portion of the premium paid for the LTC riders may be deductible from gross income for federal income tax purposes.

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.

Any guarantees explicitly referenced herein are based on the claims-paying abilities of the issuing insurance company.

Limited Payment Whole Life insurance (MMCCWL-2019 and ICC19-MMCCWL in certain states, including North Carolina) is a participating, permanent, level-premium life insurance policy issued by Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001.

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

Single Premium Whole Life Insurance (SPWL-2013, ICC13SPWL and ICC13SPWL in North Carolina, SPWL-NY-2019 and SPWL-FL-2021) is a participating, permanent single premium life insurance policy issued by Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001.