

Whole Life/Ten Payment Whole Life



You can't predict. You can prepare.®

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MassMutual Highlights

2006 FACT SHEET

- MassMutual Financial Group® is the fleet name for Massachusetts Mutual Life Insurance Company (MassMutual)⁽¹⁾ and its affiliates, with more than 13 million clients and over \$395 billion in assets under management at year-end 2005.
- Founded in 1851, MassMutual is a mutually owned financial protection, accumulation and income management company headquartered in Springfield, Mass. MassMutual is a premier provider of life insurance, annuities, disability income insurance, long-term care insurance, retirement planning products, income management and other products and services for individuals, business owners, and corporate and institutional markets.
- MassMutual's financial strength ratings⁽²⁾ are among the highest in any industry: **A.M. Best Company, A++ (Superior); Fitch Ratings, AAA (Exceptionally Strong); Moody's Investors Service, Aa1 (Excellent); Standard & Poor's, AAA (Extremely Strong).**
- Other 2005 financial highlights (in millions) include:

-- Worldwide Insurance in Force	\$ 446,800
-- Premium & Other Deposits ⁽³⁾	24,735
-- Worldwide Insurance Sales	4,268

(1) Assets Under Management, includes assets and certain external investment funds managed by our subsidiaries. Annual Report 3/06; (2) Ratings as of 11/01/06. Ratings are subject to change. Ratings are for Massachusetts Mutual Life Insurance Company, MML Bay State Life Ins. Co., and C.M. Life Ins. Co.; (3) Premium & Other Deposits include the premiums of our worldwide insurance operations and deposits made into certain external investment funds managed by our subsidiaries.

MassMutual's Whole Life Life Insurance tax advantages

- Death benefit is generally free of income taxes
- If properly arranged, life insurance proceeds may not be included in an insured's estate for Federal estate taxes
- Policy values accumulate tax-deferred
- Cash Value generally accessible on a tax-free basis*

Distributions under your policy (including cash dividends and partial/full surrenders) are not subject to taxation up to the amount paid into the policy (your cost basis). If the policy is a Modified Endowment Contract, policy loans and/or distributions are taxable to the extent of gain and are subject to a 10% tax penalty. Access to cash values through borrowing or partial surrenders can reduce the policy's cash 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.

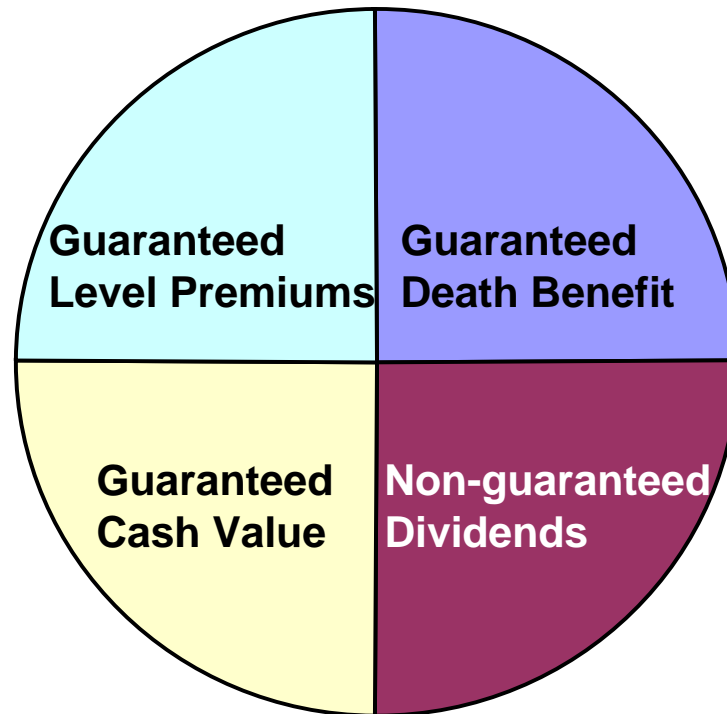
MassMutual's Whole Life

Whole Life advantages:

- Premiums are level and guaranteed
- Cash value will increase every year – guaranteed
- As long as the premium is paid, the death benefit is guaranteed
- Potential to earn non-guaranteed dividends

How does Whole Life work?

Whole Life / 10 Pay Life



Whole Life - Level Premium

- Premium is guaranteed level
- Premium includes mortality, interest and expenses
- Contractual requirement to pay premium
 - Can be offset by dividends
- Death benefit is guaranteed as long as premium is paid

Whole Life - Guaranteed Death Benefit

- Guarantee is contractual
 - Not based on cash values like UL
- Policy is paid up at age 100 or earlier
- Death benefit is guaranteed for the insured's lifetime, no matter how long

Whole Life - Guaranteed Cash Value

- Guaranteed cash value is unique to whole life
- Required that cash value equal the death benefit at age 100
- Policyowner can borrow guaranteed cash value
- Net cash value = guaranteed plus cash value of dividends, minus any debt

Whole Life - Dividends

- Dividends can be credited after 2 years of premium payments
- Dividend represents each policyholder's share of company's divisible surplus
- By contract, dividends can be used to buy additional insurance, reduce premiums, accumulate with interest or be sent to you the policyowner as a cash distribution.
- By company practice, dividends can be used to purchase one-year term insurance or reduce any policy loans, both principal and interest.

Ten Payment Whole Life (10 PL)

- Level premium whole life paid up in 10 years
- Issue ages 0 - 75
- Cigarette based underwriting
 - Preferred (>\$100,000), Nonsmoker, Smoker

10 PL Competitive Positioning

- Use 10 Pay Life to supplement income *
- Limited premium commitment - guaranteed
- Cash value growth
 - Loans will reduce policy's cash value and death benefit

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Supplement Retirement Benefit Using Cash Value Life Insurance

- It is a simple approach. There is no year-by-year complicated plan administration.
- It can provide you with supplemental retirement income and protect your family if you die.
- It is tax deferred.
- It offers flexible options at retirement. Retirement income from sources such as private pensions can be received as planned, as the life insurance can provide supplemental retirement income, if needed.
- In the event of death, it can provide annual replacement income for your family or a lump sum benefit.

Three Fundamental Protection Questions

What if I live?

What if I die?

What if I become disabled?

What If I Live?

Ten Payment Whole Life offers:

- Tax-free distributions up to cost basis for:
 - Supplemental education funding
 - Supplemental retirement income
 - Meeting emergency needs etc.
- Life insurance payments can be completed prior to retirement

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What If I Die?

10 Payment Whole life offers:

- Income tax-free death benefit
- A vehicle to fund estate taxes
- A legacy left to heirs
 - Benefit can be paid to charity if desired
- Protection for the business owner wishing to protect the long-term future of the business

What If I Become Disabled?

10 Payment Whole life offers:

- **Waiver of Premium Rider (WP)**
 - Coverage that waives the policy's premium if the insured becomes totally disabled
 - Attached to the policy for an extra premium

Ten Payment Whole Life

- For growth in cash value and death benefit,
- For a guaranteed death benefit and limited premium commitment,
- For flexibility, with the use of riders,
- For supplemental income...

Try Ten Payment Whole Life!

Disclaimer

- Whole Life (WL) (Policy Form 110-9900 and 110-NC-9900 in North Carolina) is a level-premium, permanent life insurance policy issued by Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001
- Ten Payment Whole Life (10-Pay Life) (Policy Form 124-9400, 124-NC-9400 in North Carolina) is a level-premium, permanent life insurance policy issued by Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001



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