

At-A-Glance for Financial Professionals



MassMutual's MaxElect[®]

Product at a Glance
(For Guaranteed Standard
Issue Business Only)

Insurance Strategies

**FOR PRODUCER USE ONLY.
NOT FOR USE WITH THE PUBLIC.**



We'll help you get there.®

Introduction

Your prospects and clients purchase more than just an insurance policy when selecting Massachusetts Mutual Life Insurance Company (MassMutual) for disability income insurance – they also get coverage from a leading insurance company. People purchase a disability income insurance policy with the hope that it will never need to be used, but, if the unfortunate should happen, put your confidence in MassMutual. Since 2001, we have paid nearly \$3 billion in disability benefits to our policyowners.¹ Our rankings on the *FORTUNE*® 500² and *FORTUNE*® Magazine’s “World’s Most Admired Companies”³ lists underscore our financial strength and stability.

MaxElect® combines the best of our Radius® product – comprehensive coverage for high income earners, with the flexibility that employers, looking for worksite disability solutions, need. It offers policy design options to meet the coverage and budget objectives of employers and their employees.

(Please refer to the Disability Income Insurance Reference Manual (DI1075) for detailed product specifications.)

¹ MassMutual Disability Income Benefits Department, March 2013. Claims paid from 2001 to 2012.

² *FORTUNE*® Magazine, May 20, 2013.

³ *FORTUNE*® Magazine, March 18, 2013.

MaxElect® Product Specifications

Policy design

Issue ages

18 – 64 (18 – 60 in NJ)

Occupation classes

5A, 5P, 4A, 4P, 3A, 3P, 2A and A

Waiting periods

60, 90, 180, 365 and 730⁴ days

Maximum benefit periods

- 2 years,⁵ 5 years, 10 years, To Age 65, To Age 67
- See Reference Manual for Benefit Payout Schedule

Premium

Level Premium, Unisex rates

Tobacco use

- 35% Surcharge
- For nicotine use, a factor of 1.35 is applied. The nicotine surcharge will be included for cigarettes, cigars, pipe smokers, chewing tobacco, the nicotine patch and nicotine gum.

Target annual income requirements

\$75,000 – all occupation classes

Minimum policy size

\$300/mo. Base or \$100/mo. Base with minimum
\$200/mo. SIR

⁴ Not available in AR, CT, IA, ID, KS, NJ, OK, PA, SC, VT, VA, WA and WV.

⁵ 2-year benefit period not available with 365-day waiting period in IA, VA, NJ and VT.

Discounts⁶

Discount	Case Type	State	#of Lives
15%	Employer Pay	NJ, NV & WA	10 – 20
25%	Employer Pay	All other states	10 – 99
25%	Employer Endorsed	All states	21+
35%	Employer Pay	All states ⁷	100+

Additional 5% discount available for employer-paid business. Please contact your wholesaler for details.

Definition of Total Disability⁸

The occurrence of a condition caused by a Sickness or Injury, in which the Insured cannot perform the main duties of his/her Occupation and is not working at any other occupation. The Insured must be under a Doctor's Care. The Disability must begin while the Policy is in-force.

Pre-Existing Condition Limitation (PECL)

A pre-existing condition means:

- The insured received medical treatment, consultation, care or services including diagnostic measures, or took prescribed drugs or medicines within 12 months prior to the effective date of insurance or the effective date of a change in coverage; or

⁶ Discounts are subject to underwriter approval and vary in FL & NY.

⁷ 25% in Maryland.

⁸ May vary by state. Please refer to the Disability Income Insurance Reference Manual (DI1075) for the Table of State Disability Definitions.

- The insured had symptoms that would have caused an ordinarily prudent person to consult a health care provider in the 12 months immediately prior to the effective date of insurance or the effective date of a change in coverage

Coverage is excluded for disabilities that result from a pre-existing condition and begin within 12 months following the policy effective date.

For an additional cost, MaxElect® offers endorsements that change the 12/12 PECL built into the MaxElect® base policy to any of the following:

- 3/12 PECL
- 6/12 PECL
- No PECL

Long Term Care purchase credit

While this policy is in-force, 2% of total (cumulative) premium paid on a MassMutual disability income policy can be used as a credit towards the first year premium on a MassMutual long-term care insurance policy. The credit will equal 2% of premiums paid, premiums waived and the policy fee.

This endorsement will be issued with all MaxElect® policies, except in CT, FL, ND and TX. It cannot be added to in-force policies.

Optional MaxElect® Riders⁹

1 | **CAT – Catastrophic Disability Benefit Rider**

The Catastrophic Disability Benefit Rider (CAT Rider) provides benefits after a catastrophic disability to cover up to 100% of pre-disability income when combined with a base policy.

2 | **COLA – Cost of Living Adjustment Rider – 3%**

During any one claim, this rider increases benefits after every 12 months of disability as defined by the policy. Increases are compounded at 3% and there is no limit to the number of adjustments that may be made under the COLA rider.

3 | **EPR – Extended Partial Disability Benefits Rider¹⁰**

The Extended Partial Disability Benefits Rider provides a disability benefit if, while still disabled, the insured is able to return to work at either his or her regular occupation **or** a new occupation and as a result of the disability, suffers at least a 15% loss of income compared to pre-disability income.

There is a modification to the partial disability benefits provision if the Own Occupation Rider is attached to the policy.

⁹ All riders are available at an additional cost and are subject to underwriting approval. Rider availability may vary by state. The listed riders benefits and/or provisions are only summaries. For detailed information about the riders, please refer to the Disability Income Insurance Reference Manual (DI1075).

¹⁰ The Enhanced EPR is described. Please refer to the Disability Product Approval Grid on FieldNet (DI7137) for state availability.

The Extended Partial Disability Benefits Rider also includes a recovery benefit. After a period of total disability or partial disability payments, a recovery benefit will be paid provided the insured's loss of income is at least 15% of pre-disability income and there is a demonstrated relationship between the insured's loss of income and the previous disability. The recovery benefit will be paid through the 6th month following the insured's full recovery and return to work.

After six months, we will periodically re-evaluate the demonstrated relationship to determine if there remains a 15% loss of income. As long as the loss remains, we will continue to pay a monthly benefit not to exceed the maximum benefit period for partial disability.

- 4 | GSR – Group Supplement Rider** This rider provides partial disability benefits to supplement group benefits provided by an employer.

Coverage A (Partial) – Provides a benefit when the insured is partially disabled, working at his/her own occupation and suffers an income loss due to the disability of at least 20% of pre-disability income.

Coverage B (Proportionate) – Provides a benefit when the insured is partially disabled, working in a new occupation for which he/she is reasonably suited by education, training, and experience, and has an income loss due to disability of at least 20% of pre-disability income (not available with the Own Occupation Rider).

5 | Own Occ – Own Occupation Rider

This rider provides a monthly benefit if due to a disability the insured cannot perform the main duties of his or her occupation and is working in another occupation. The insured must be under a doctor's care.

6 | Partial – Partial Disability Benefit Rider

This rider provides a disability benefit if the insured, while still disabled, is able to return to work at his/her regular occupation but in a reduced capacity.

7 | RetireGuard® Rider

RetireGuard® can help replace up to 100% of an amount equal to the retirement plan contributions (including both the employee's and the employer's contributions) that would have been made to a client's eligible defined contribution plan if he/she had not become disabled. It is not a retirement plan, nor a substitute for one. When insured with RetireGuard, during a period of total disability, MassMutual will pay benefits into an irrevocable trust¹¹ that offers different investment options at the time of claim, so that a client can select the option that best meets his/her retirement goals. COLA may be elected on this rider.

¹¹ Trust services provided by the MassMutual Trust Company, FSB, a wholly-owned subsidiary of MassMutual.

8 | **SIR – Social Insurance Rider**

The Social Insurance Rider provides monthly income benefits during disability without duplicating benefits that may be provided by workers' compensation, state cash sickness and Social Security insurance benefits.

9 | **STR – Short Term Disability Benefits Riders**

These riders provide benefits during the waiting period of employer-pay salary continuation plans or group long term disability plans with 180-day or longer waiting periods (not available with the Own Occupation Rider).

Short Term Rider One:

60 and 90-day waiting periods available.

Benefits payable to 180 days.

Short Term Rider Two:

180-day waiting period available. Benefits payable to 365 days.

Optional MaxElect® Endorsements

Maximum Benefit Period Endorsement (MBPE)^{12,13}

Available on select, 100% employer-pay cases of 20+ lives with prior underwriting approval. It removes the 24-month mental nervous limitation from the contract, and there is a 10% premium surcharge for this endorsement.

¹² There is a cost associated with the addition of this endorsement.

¹³ The Maximum Benefit Period Endorsement is required on Vermont contracts effective 11/02/2009.

Underwriting guidelines

Financial underwriting

For amounts within the guaranteed standard issue (GSI), we will waive our usual financial requirements for all W-2 employees if we receive a final census, verified by the employer. For business owners (partners and shareholders), we will require business and/or personal tax returns.

For amounts above the GSI, for all W-2 employees we will accept the census for amounts applied for and in force up to \$15,000 including when programming around existing coverage, whether individual disability income or group long term disability income insurance coverage. For amounts above \$15,000, we will require two years' census information; a statement of net worth will be required for cause only. For business owners (partners and shareholders), we will need full financial underwriting requirements where required by our regular underwriting guidelines, including when programming around existing coverage, whether individual disability income or group long term disability income insurance coverage.

Medical underwriting

We will require normal medical requirements for any amounts above the GSI offer.

Please refer to Disability Underwriting Requirements Guide (DI1053) for complete financial and medical requirements.

MaxElect® not available in California.

MaxElect [Policy Form XLS-ME-04 and XLS-ME-04(NC) in North Carolina] is issued by Massachusetts Mutual Life Insurance Company, Springfield MA 01111-0001. This policy has exclusions and limitations. For costs and complete details of coverage call MassMutual at 1-800-272-2216.



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