

Life Insurance: Who needs it?

If someone will struggle financially when you die, chances are you need life insurance because it provides cash to your chosen beneficiaries after your death.

FIVE SCENARIOS WHERE LIFE INSURANCE MAY HELP



You're Single

Some singles carry debt that might pass on to surviving family members. Or they may provide financial support for siblings or aging parents.



You're a single parent

You're the caregiver, breadwinner, cook, chauffeur and so much more. Do you have enough life insurance to safeguard your children's financial future?



You're married

What if one of you died tomorrow? Would the surviving spouse's income be enough to pay off debts, loans and monthly bills?



You're married with kids

Most families depend on two incomes to make ends meet. If down to one, could your family's plans for the future stay intact?



You're an empty nester with grown children

Just because your kids are through college and the mortgage is paid off doesn't mean that you no longer need life insurance.

To learn more, visit [MassMutualatwork.com](https://www.massmutualatwork.com).

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Group Whole Life Insurance (GPWL), (policy/certificate forms MM-GPWL-2014 and MM-GCWL-2014, and MM-GPWL-2014 (NC) and MM-GCWL-2014 (NC) in North Carolina), is level-premium, participating permanent life insurance. The GPWL policy and GCWL certificates are issued by Massachusetts Mutual Life Insurance Company, Springfield, MA 01111-0001.

State variations may apply.



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MassMutual



MassMutual@WORK

Group Whole Life Insurance

Understanding life insurance isn't easy.

And, choosing the right coverage for you can be even more challenging.

Life Insurance 101

TERM LIFE

- Provides temporary coverage for a specific period of time and only provides death benefit protection
- Premiums, the amount you pay for coverage, are level and more affordable initially; costs can increase upon renewal past the initial term
- It typically doesn't build cash value — like renting an apartment there is no equity in a term policy, and when the term ends the coverage also ends

PERM LIFE

- It's yours for life as long as you pay the premiums
- Premiums are generally higher than they are for term coverage
- Has the potential to build cash value, which like equity in your home, can be used to help address life's opportunities and challenges¹

WHOLE LIFE

- A type of permanent life insurance
- Participating whole life has the potential to receive dividends²
- Provides a combination of protection and offers guaranteed:
 - death benefit
 - level premiums
 - cash value accumulation

¹ Access to cash values through borrowing or partial surrenders will 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.

² Dividends are determined annually, subject to change and are not guaranteed.

Ease of Purchase

Purchasing coverage is as easy as 1-2-3. (Really!)



Conveniently available to you, right at work.



No medical exam needed. Just answer a few questions to determine eligibility.



Pay premiums through payroll deductions.

BONUS FEATURE, IT'S PORTABLE!

Portability is a feature that allows you to take your coverage with you. Not all life insurance policies offered by employers are portable, which means coverage for these policies may end when you retire or change jobs.

Financial Wellness

Your financial health is as important as your physical health!

Americans are generally underprepared.



50 million Americans say they need more life insurance³



41% of U.S. households don't have any form of life insurance.⁴



44% of Millennials overestimate the cost of life insurance by 5x³

³ LIMRA, Life Insurance Awareness Month Fact Sheet, September 2018

⁴ 2018 Barometer Study by Life Happens and LIMRA

Affordability

How much does it cost for a tobacco-free adult?

50,000 MassMutual@work Group Whole Life coverage⁵



AGE 25



AGE 45



AGE 55



TIP

| | AGE 25 | AGE 45 | AGE 55 | |
|----------------------------------|-------------|-------------|------------|---|
| Cost per week: | \$7.62 | \$19.04 | \$33.24 | The amount you pay is based on your age, so premiums are lower if you buy sooner rather than later. |
| Guaranteed cash value at age 65: | \$18,310.91 | \$13,476.66 | \$8,089.93 | |

Dividend Eligible

As a participating policy, your MassMutual@WORK Group Whole Life certificate has the potential to receive dividends that can be used to purchase additional coverage and help build cash value. The certificate is eligible to receive dividends beginning on the second anniversary. Although dividends are not guaranteed, MassMutual® has paid them every year since 1869.

Dividends to Policyowners⁶

2017

\$1.6B

2018

\$1.7B

⁵ Additional policy features, or riders, are not included in the examples above and may be available at an additional cost.

⁶ Massachusetts Mutual Life Insurance Company Statutory Annual Statement, Year-End — Summary of Operations — Dividends to Policyholders. The dividends are determined annually, subject to change and are not guaranteed.