



# The MassMutual Dividend Difference

Radius Choice® Disability Income Insurance

# What it means to be a mutual company

Massachusetts Mutual Life Insurance Company (MassMutual<sup>®</sup>) was established in 1851.

As a mutual life insurance company, MassMutual does not have shareholders. Instead, the company operates for the benefit of its participating policyowners. Participating products may be eligible to receive a dividend<sup>1</sup> each year.

**We believe our mutual ownership provides a number of advantages that are important when choosing an insurance company to help meet your financial needs:**

**LONG-TERM VIEW** – We manage the company with a long-term view. We do not face pressures from the market to enhance stock prices or meet the short-term expectations of shareholders.

**PRUDENT INVESTMENT PHILOSOPHY** – We seek to generate long-term stable investment performance to support our financial strength and ability to meet our financial commitment to policyowners.

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Our mutual structure, along with our long-term business approach, has helped keep us strong.  
**This means we will be here when you need us most.**

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## What are dividends?

MassMutual's eligible participating policies may receive an equitable share of the company's divisible surplus as a dividend each year. Divisible surplus is primarily the result of the Company's favorable operating experience with respect to claim payments, investment results and expenses.

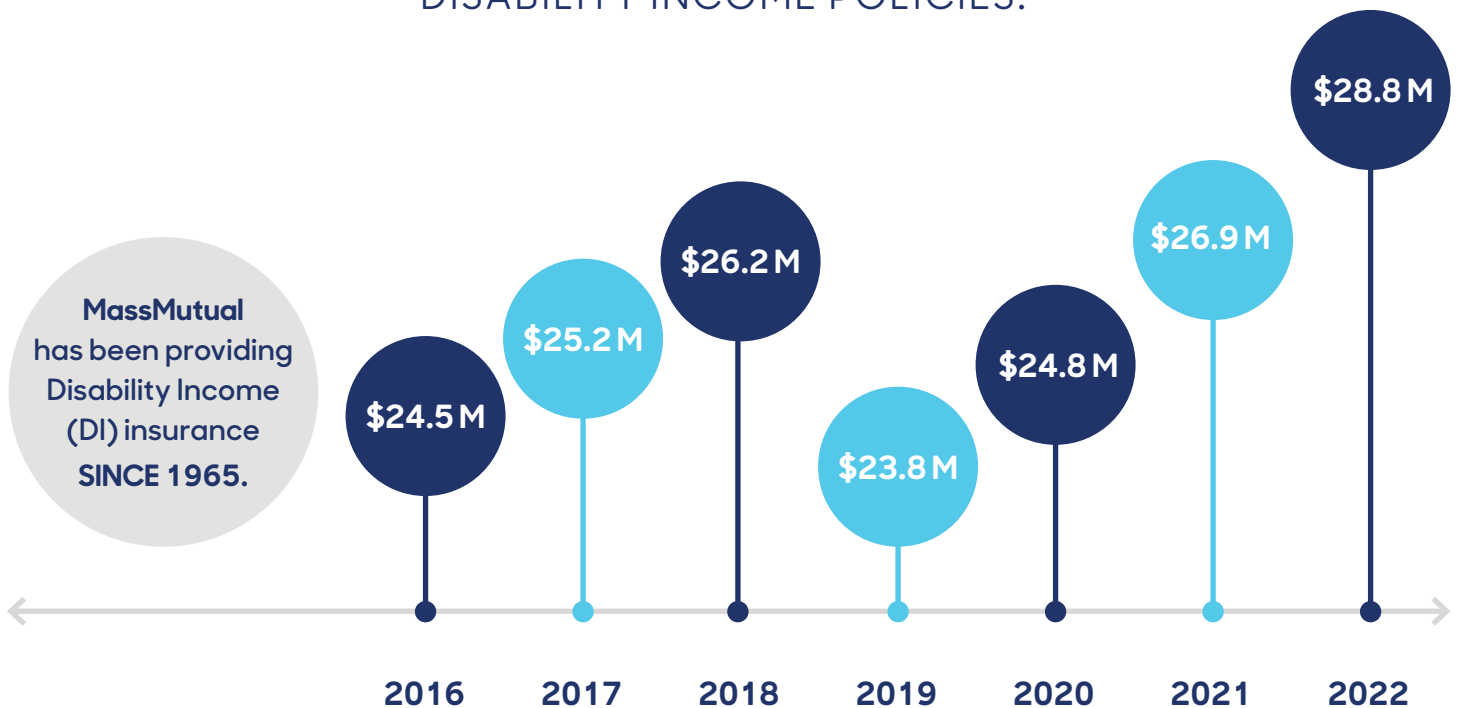
It's important to understand that divisible surplus must be achieved in order to pay dividends. This is why the payment of dividends on any particular policy is not guaranteed. Generally, dividends are declared and paid annually. However, since we do not know what our experience will be in future years, we cannot guarantee the payment of dividends.

<sup>1</sup> Dividends are not guaranteed



THE HISTORY OF  
MassMutual Disability Income (DI)  
Insurance and Dividends Paid

From 2004-2022,  
MassMutual has paid over  
**\$325 MILLION**  
IN DIVIDENDS  
ON ELIGIBLE PARTICIPATING  
DISABILITY INCOME POLICIES.<sup>2</sup>



<sup>2</sup> Includes dividends paid on all participating disability income insurance policies offered by MassMutual. Please note that not all MassMutual DI policies would have been eligible for a dividend in each year. The policy would have had to belong to a classification and policy series which had contributed to the company's favorable surplus levels and also would have had to be in force with the company for a minimum number of years.

# A MassMutual DI policy's dividend journey<sup>3</sup>

Current gross annual premium: **\$731.87**  
 Policy Series: **Radius 98**  
 Issued: **March 1998**

**DIVIDEND ELIGIBLE**  
**AFTER the 5th policy year**

Important to note:  
**PREMIUMS must be paid on time and POLICY must remain in force.**

**Total Payout TO-DATE \$1,470.53**

EARN DATE	DIVIDEND AMOUNT <sup>5</sup>	% of ANNUAL PREMIUM <sup>3,4,5</sup>
2022	\$81.82	11%
2021	\$81.82	11%
2020	\$81.82	11%
2019	\$81.82	11%
2018	\$102.31	14%
2017	\$102.31	14%
2016	\$102.31	14%
2015	\$68.19	9%
2014	\$68.19	9%
2013	\$68.19	9%
2012	\$68.19	9%
2011	\$68.19	9%
2010	\$68.19	9%
2009	\$68.19	9%
2008	\$68.19	9%
2007	\$64.77	9%
2006	\$61.40	8%
2005	\$58.09	8%
2004	\$54.82	7%
2003	\$51.72	7%
2002	\$0	0%
2001	\$0	0%
2000	\$0	0%
1999	\$0	0%
Policy issued in 1998	\$0	0%

**The Radius policy was eligible to pay dividends after the 5th policy year in this client's state.**

<sup>3</sup> Percentages may vary based on state, product series, and product type.

<sup>4</sup> This includes portions of the premium that are eligible for dividends only. No dividends will be paid on the policy fee or substandard portion of the premium.

<sup>5</sup> Policyowners may be eligible to add coverage to their policies after issue. For this policy series and contract state, the policy was eligible to pay dividends after the 5th policy year. For portions of coverage that were added after issue, a new 5 years began. As a result, the table above reflects certain years where the dividend as a percentage of annual premium paid is the same, but the actual dividend payment is not equal. For example, in 2003 and 2004 the percentage is 7% although the actual dividend paid in 2004 is higher than actual dividend paid in 2003; this is because 2003 dividends are based on the initial coverage issued in 1998, whereas 2004 dividends are based on initial coverage issued in 1998 plus additional coverage purchased in 1999.





## Radius Choice®

- In 2017, MassMutual introduced its most current flagship Disability Income (DI) insurance product – Radius Choice, a participating product.
- The company’s divisible surplus, attributable to Radius Choice products, results when overall actual experience is more favorable than the experience that was originally assumed in pricing the disability income products. When determining the dividend for an individual policy, the amount paid reflects the portion that each specific policy is considered to have contributed to surplus.
- Currently, with the sale of a new Radius Choice policy, dividends, that might be paid, are illustrated to become payable after the 5th policy year (6th policy year for CA, FL and PR). Any dividends that may be allocated are projected to be paid in cash to the premium payor at a rate of 10% of premium annually.<sup>6</sup> Dividends are not guaranteed.
- Dividends, if allocated, will equal a percentage of the premium paid.
- Dividends are based on the dividend schedule in effect for that year and are not guaranteed. No dividends will be paid on the policy fee or substandard portion of the premium.

<sup>6</sup> The dividend rate is determined annually and subject to change.



# 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.

Disability income insurance benefits have been provided since 1965, and have helped many people in their unexpected time of need.

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Learn more at [www.MassMutual.com](http://www.MassMutual.com).

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New York policies: Radius Choice provides disability income insurance only. It does NOT provide basic hospital, basic medical or major medical insurance as defined by the New York State Insurance Department. The expected benefit ratio for this policy is 51.0 percent. This ratio is the portion of future premiums which the company expects to return as benefits, when averaged over all the people with this policy.

Radius Choice (Policy Form #XLIS-RC-15 et al. and ICC15-XLIS-RC in certain states including 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 your insurance agent or MassMutual at **1-800-272-2216**.

