

Review requirements for MassMutual large term case business

Cases above auto bind limits require additional steps

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After a review of our 2023 large case term life insurance business which meaningfully increased over prior years, the following update to large case process is being implemented effective immediately to ensure MassMutual is supporting the increased demand in a balanced and responsible manner:

- **MassMutual will consider Term life cases as illustrated up to its term available automatic binding (auto bind) limits.** For Term, the current auto bind is \$50 million and grades down by age, sub-standard ratings and other risk factors.
- **Cases requiring more than the available auto bind** are subject to MassMutual home office approval, available retention and reinsurance capacity.

For cases that are submitted formally and/or informally:

- Auto bind as defined herein is the standard industry definition of inforce and applied for at MassMutual across both formal and informal applications.
- We will advise the steps that will be taken during the underwriting process and after to effectively manage the case.
- For any case that cannot be approved as submitted, the underwriter will notify the producer immediately.

We expect minimal impact to our overall business with this additional step and thank you for your understanding.

Further info:

- **For support**, please contact the MMSD Large Case Underwriter contact for your firm. Please refer to the MMSD Life Contact List.
- **Contact [Cody Socher](#)**, Head of MMSD Underwriting, tel. 413-744-3034.
- **For Underwriting Marketing Materials**, visit our [MMSD Underwriting Digital Hub](#).



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