Short Pay Whole Life Solution

Whole Life Guard 10 Pay

Whole life insurance from Massachusetts Mutual Life Insurance Company (MassMutual®) is a versatile financial asset that can play an important role in your clients' long-term protection and accumulation strategies. Including whole life insurance in your client's overall financial strategy can add diversity and help reduce financial risk.

As we compare Whole Life Guard 10 Pay (Guard 10 Pay) to our Whole Life 10 Pay (10 Pay) product, Guard 10 Pay provides a higher initial death benefit, and higher death benefit protection throughout the working years. And Guard 10 Pay can still maintain strong cash value accumulation and help provide supplemental income at retirement[1] if needed. Guard 10 Pay can help you move protection-focused conversations forward, so more clients get the long-term coverage they need.

Guard 10 Pay

- Guaranteed level premiums for 10 years
- Permanent long-term protection
- Eligible to receive dividends[2]
- Policy builds cash value
- Offers riders and benefits

Providing many solutions, including:

- Protection for families. Solutions for wealth transfer and legacy planning
- Supplemental retirement planning
- Juvenile gifting and family planning
- Solutions for business owners and business planning

MassMutual offers a whole life product portfolio that allows for customization with each of your client's needs. MassMutual offers several short premium duration payment products. Let's look specifically at the Guard 10 Pay and 10 Pay products and see how each of these products provides solutions for your clients.

[1] Accessing a policy's cash value through loans or partial surrenders reduces both the cash value and death benefit, increases the risk of lapse, and may result in a tax liability if the policy terminates before the insured's death. Distributions (including cash dividends and partial/full surrenders) are generally income tax-free up to the policy's cost basis (the amount paid into the policy); however, if the policy is classified as a Modified Endowment Contract (MEC), loans and distributions are taxable to the extent of gain and may incur an additional 10% penalty if the policyowner is under age 59½.

[2] Dividends are not guaranteed.

Guard 10 Pay

Protection

- Higher death benefit in the early years and throughout working years

Accumulation

- Tax-deferred cash value accumulation

10 Pay

Protection

- Higher death benefit in later policy years

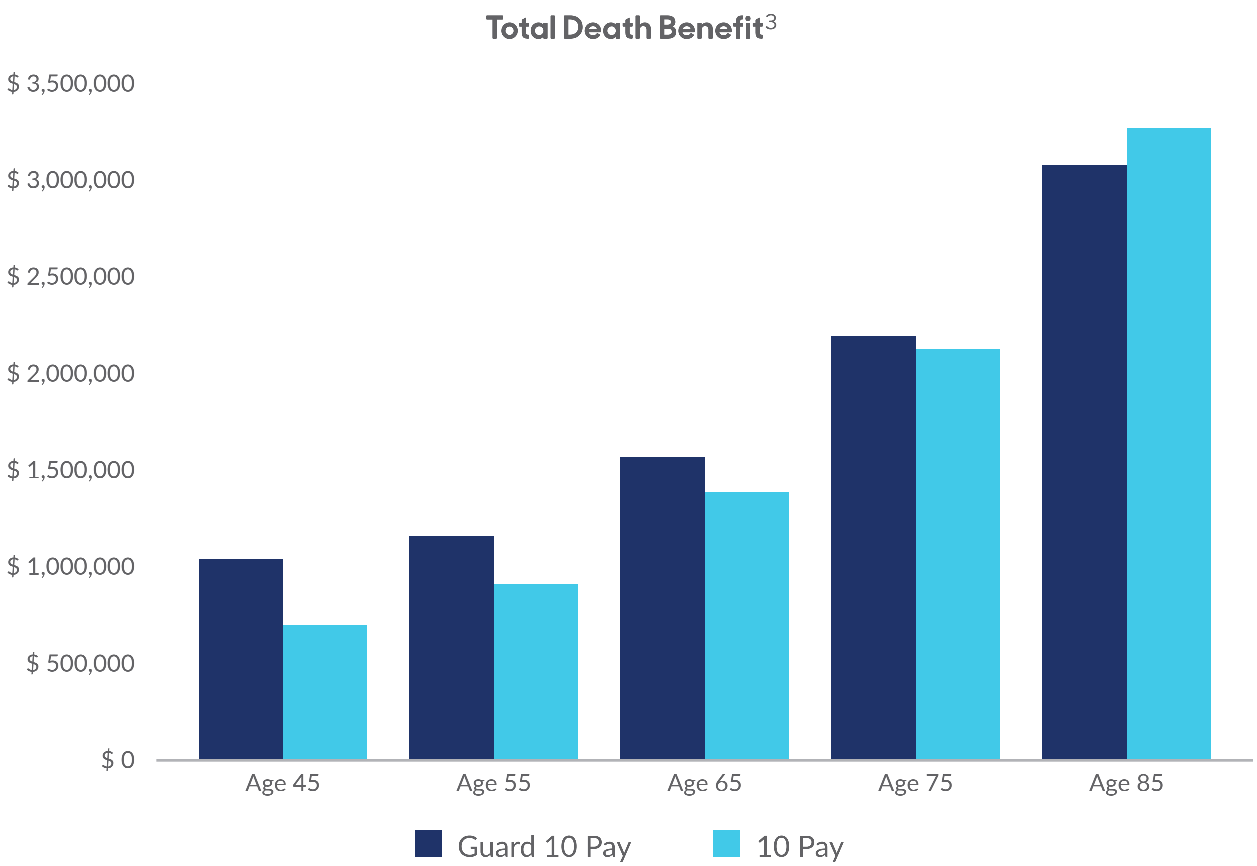
Accumulation

- Tax-deferred cash value accumulation
- Stronger cash value accumulation potential

Total Death Benefit Performance

This graph compares the total death benefit at ages 45, 55, 65, 75, and 85. Both policies are illustrated with non-guaranteed dividends applied to purchase paid-up additions.

Male, Age 45, Ultra Preferred Non-Tobacco, $50,000 annual premium for 10 years, Waiver of Premium Rider, Dividend Option: Paid-Up Additions



[3] **This hypothetical example is for training purposes only.** These values include dividends based on the 2026 dividend schedule and are not guaranteed. Dividends in future years may be lower or higher, depending on the company's actual experience. These illustrations were run in August 2026 using an Adjustable Loan Rate of 5.77%. Policy loan rates are reset on each policy anniversary and remain in effect for the entire policy year. **When working with clients, a Basic illustration must be presented using current assumptions and the current dividend schedule. Clients should be referred to the Basic Illustration for guaranteed elements and other important information.**

Take a closer look at Guard 10 Pay:

Your clients all have different needs, and they are all at different places in their long-term planning process. Let's consider some of the potential solutions that Guard 10 Pay can provide.

Case Study #1[3]

Curt. Local business owner, married with four children

Client need: Curt needs additional death benefit protection of around $1M for himself and his family during his working years and throughout retirement, with the desire for long-term cash value accumulation to supplement his retirement savings.[1]

Although he plans to pay the policy premium over 10 years, he is sensitive to the premium amounts. **Guard 10 Pay answers that objection directly** — delivering strong death benefit protection for less premium, while also building cash value accumulation.

Male, Age 45, Ultra Preferred Non-Tobacco, $50,000 annual premium for 10 years, Waiver of Premium Rider, Dividend Option: Paid-Up Additions

		Guard 10 Pay	10 Pay
Age 45	Initial Death Benefit Target Premium	$1,027,328 $24,378	$693,963 $16,898
Age 55	Total Death Benefit Total Cash Value	$1,145,982 $528,848	$900,831 $531,184
Age 65	Total Death Benefit Total Cash Value	$1,503,562 $861,541	$1,315,827 $899,657
Ages 65–84	Annual Income[1] — Max Level Annual Income (Ages 65–84)	$59,395	$66,702
Age 85	Total Death Benefit Total Cumulative Benefit (Total Annual Income + Death Benefit)	$568,318 $1,756,218	$433,719 $1,767,759

Guard 10 Pay provides a very competitive initial death benefit of over $1M, and provides a higher death benefit protection throughout the working years. And Guard 10 Pay can still maintain competitive cash value and income at retirement.[1] Both products' cash value exceeds total premiums in policy year 9.

Case Study #2[3]

Client: Oliver, juvenile

Client need: Oliver is a newborn child. Oliver's grandparents are looking to gift a permanent life insurance policy to their grandson, within the annual gift tax exclusion amount. They are seeking a whole life insurance policy that provides a good balance of strong death benefit protection along with cash accumulation potential, with competitive short-term premium amounts.

Guard 10 Pay delivers very strong death benefit protection for less premium, while also building cash value accumulation.

Male, Age 0, Non-Tobacco risk class, $10,000 annual premium for 10 years, Dividend Option: Paid-Up Additions

		Guard 10 Pay	10 Pay
Age 0 at Issue	Annual Premium	$10,000	$10,000
	Target Premium	$3,650	$1,831
	Initial Death Benefit	$673,401 ✓	$337,838
Age 10	Total Death Benefit	$763,584 ✓	$428,289
	Total Cash Value	$108,933	$112,739 ✓
Age 20	Total Death Benefit	$1,009,595 ✓	$638,435
	Total Cash Value	$189,976	$202,987 ✓
Age 30	Total Death Benefit	$1,348,539 ✓	$951,696
	Total Cash Value	$328,801	$362,054 ✓
Age 45	Total Death Benefit	$2,076,916 ✓	$1,725,897
	Total Cash Value	$744,699	$856,131 ✓
Age 65	Total Death Benefit	$3,715,121	$3,827,529 ✓
	Total Cash Value	$2,177,321	$2,657,645 ✓
Age 85	Total Death Benefit	$6,973,395	$8,775,576 ✓
	Total Cash Value	$5,888,962	$7,824,479 ✓

Guard 10 Pay can provide a competitive solution, including a limited-pay design with very strong death benefit protection throughout the working years and in retirement, along with strong cash value.

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