Do I Need Life Insurance?

Valuable information to help you decide

Insurance Strategies

MassMutual
FINANCIAL GROUP®

We’ll help you get there.*
The decision to purchase life insurance should be based on long-term financial goals and the need for a death benefit. Life insurance is not an appropriate vehicle for short-term savings or short-term investment strategies. While a policy can allow for loans, you should know that there may be little to no cash value available for loans in the policy’s early years.
Protecting your loved ones with the right amount and right type of life insurance is a caring and responsible act.

If you’re like most people, you don’t like to think about your mortality. And for that reason, you may have avoided purchasing life insurance—or you may not own an appropriate amount of coverage. While this is common, it could result in financial hardship for your family if you were to die prematurely.

In fact, research shows this is a difficult issue for many Americans. Thirty percent of Americans (70 million people) know they need more life insurance.¹

¹ Facts from LIMRA, September 2015
Do I Need Life Insurance?

In general, if anyone is financially dependent on you or if you need a way to provide funds for your final expenses, the answer is yes.

Life insurance is one of the most effective ways to help protect the financial security of your family or business against the economic loss that may result when you die. However, your life insurance may help you achieve other financial goals, such as providing cash for emergencies, preparing for retirement or ensuring that you leave a financial legacy for the next generation.

As many as 132 million Americans rely on life insurance to protect their financial security.¹
Two Fundamental Questions

Purchasing life insurance can seem like an overwhelming task. With access to so much information just a few mouse clicks away, sifting through all of the terms and data can be challenging. In fact, one of the top reasons people give for not purchasing life insurance is that they are afraid to make the wrong decision.

It doesn’t have to be so confusing. The mystery of life insurance buying can be simplified by answering two fundamental questions:

1 | How much life insurance do you need?
2 | What kind of life insurance is right for you?
Determining the Right Amount

It is important to assess the financial needs of your family in order to determine the appropriate amount of coverage to help protect their standard of living.

The income you earn may be the single largest financial contribution you make to those who matter most in your life. Consider the amount you can expect to earn over the course of your career.

<table>
<thead>
<tr>
<th>Years until Retirement</th>
<th>20</th>
<th>30</th>
<th>40</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual earned income</td>
<td>$40,000</td>
<td>$800,000</td>
<td>$1,200,000</td>
</tr>
<tr>
<td>$100,000</td>
<td>$2,000,000</td>
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<td>$250,000</td>
<td>$5,000,000</td>
<td>$7,500,000</td>
<td>$10,000,000</td>
</tr>
</tbody>
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This chart multiplies the earned income amounts shown by the different time periods to give an idea of the total income you might earn through retirement. It does not account for pay increases, inflation, taxes, or the value of any other contributions.

Your financial professional can help you quickly and easily determine an appropriate amount of life insurance based on your situation.
The Basic Types of Life Insurance

Once you have determined the right amount, the next step is to decide which type of coverage is right for you. There are two basic types: term life insurance and permanent life insurance. For many people, some combination of the two is the best fit. Your financial professional can help you understand the benefits that each type of policy offers, and help you determine the coverage that is right for you.
The Cost of Waiting

We’ve all heard the expression “never put off until tomorrow what you can do today.” The fact is that many people wait to put plans into action, even when they know that delaying is not in their own best interest. Buying the right amount and the right type of life insurance early in life may offer substantial long-term benefits.

In general, life insurance premiums increase as you get older. In addition, if you develop a medical condition that worsens over time, your premiums may be higher or you may not be able to get coverage.
Talk to a Professional

Protecting the financial security of your family is important. That’s why you need a skilled financial professional to help you get the coverage that is right for you.

As your life evolves, your needs may change. You may get married, have children or grandchildren, or advance in your career. Your financial professional will be there every step of the way to help ensure that your life insurance coverage keeps up with these changes and continues to protect those who matter most to you.
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MassMutual. We’ll help you get there.®

There are many reasons to choose a life insurance company to help meet your financial needs: protection for your family or business, products to provide supplemental income and the confidence of knowing you will be prepared for the future.

At Massachusetts Mutual Life Insurance Company (MassMutual), we operate for the benefit of our participating policyowners. We stand strong in the fundamental belief that every secure future begins with a good decision. And when choosing a life insurance company – ownership, strength and stability matter.

Learn more at www.massmutual.com/mutuality

For more information on MassMutual’s comprehensive portfolio of insurance products, contact your MassMutual financial professional.
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