



Continuing low-interest-rate environment driving increase

For UL Guard and the SUL Guard survivorship product, the primary driver of no-lapse guarantee premiums continues to be the current interest-rate environment. Due to continuing low rates, premiums will increase at the same time these products are updated in November to meet the requirements of the 2017 Commissioners Standard Ordinary (CSO) Mortality Table.

Here are key points about the upcoming changes to MassMutual's universal life products:

- **Premium increase.** Interest rates have decreased markedly since UL Guard and SUL Guard were last repriced in April 2018. UL Guard and SUL Guard premiums will increase significantly for both full-pay and single-pay scenarios. (Approximately 15-20%)
- **Monitoring rates.** As interest rates change, the company will look to adjust premiums accordingly. (MassMutual will aggressively monitor & change if rates creep up.)
- **Lower minimum face amount.** The minimum face amount for UL Guard will decrease from \$100,000 to \$50,000, fulfilling a request from the field.
- **Banding.** UL Guard will now have face-amount bands of \$50,000 to \$99,999, \$100,000 to \$249,999, and \$250,000 plus. The addition of bands means no-lapse guarantee premiums will be lower for each dollar of coverage, as the face amount moves to the next band. SUL Guard will not have bands.
- **UL Navigator withdrawn.** Due to limited sales, the company will not update UL Navigator to the 2017 CSO Mortality Table, and the product will sunset Nov. 22.

Key dates in the rollout of the new products are:

- **Nov. 4** is the first day illustrations become available for 2017 CSO products, including UL Guard and SUL Guard.
- **Nov. 22** is the last day to complete application data entry (ADE)/submit applications for current 2001 CSO products except VUL III, which has an application deadline of Dec. 6.
- **Nov. 23** is the first day to ADE/submit applications for 2017 CSO products except for the 2017 CSO version of VUL III, which has a date of Dec. 7.
- **Dec. 23** is the last day for the home office to receive outstanding underwriting and issue/reissue requirements (in good order) needed to issue 2001 CSO policies by Dec. 31, 2019.
- **Dec. 31** is the last day to issue 2001 CSO policies. For 1035 exchange cases, the absolute assignment form (P4051) also must be received by Dec. 31.
- **Jan. 31, 2020**, is the last day to report 2001 CSO policies.

Note that in addition to the year-end issue deadline for 2001 CSO products:

- After Dec. 31, post-issue changes also will be restricted on 2001 CSO policies. Policyowners will be able to add and increase coverage on their 2001 CSO policies only if the policy or one of its riders includes a contractual right to add or increase coverage.

MassMutual does not have *any* riders that will be allowed to be added to a 2001 CSO policy after Dec. 31. The company does have riders that can be increased. For additional information, see [Transition Rules and Key Dates](#)