

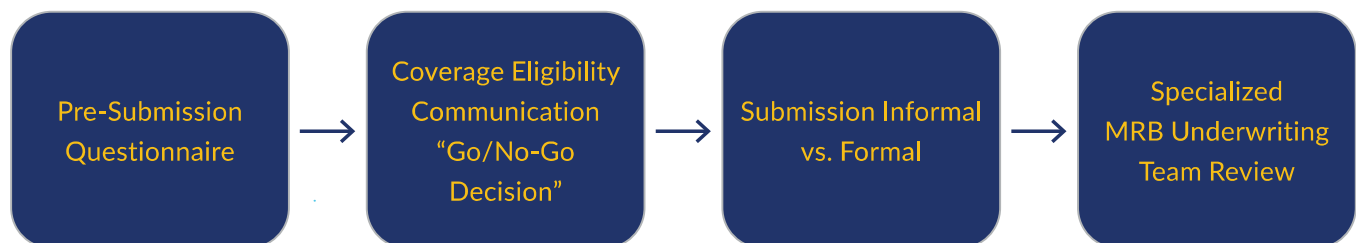


# MassMutual® to consider certain clients involved with Marijuana-Related Businesses

MassMutual is expanding its **Marijuana-Related Businesses** (MRBs) guidelines to consider potential insureds engaged with MRBs who possess significant other assets and income from non-MRB activities, provided they are committed to pay a premium from non-MRB sources.

MassMutual's target market is high-net-worth individuals who meet this program criteria given the significant due diligence and other regulatory requirements associated with these cases.

## Steps for Submitting an MRB Applicant for Consideration





## Additional Documentation Required

- **Cover Letter** identifying the application as direct MRB with pre-screen process completed.
- Copy of valid **MRB business license**.
- **Financials\*** to include, but not limited to, tax returns, proof of premium affordability outside of MRB money, breakdown of assets with supporting evidence of non-MRB money and client certification.

\*The client must be able to meet our affordability guidelines based on non-MRB assets.



## MassMutual will consider life insurance applications from applicants involved directly or indirectly in a legal marijuana-related business as follows:

- Individual and Survivorship Whole Life and Universal Life applications only, except CareChoice One and CareChoice Select.
- Face amounts greater than \$3,000,000, or annual base policy premium of \$250,000 or more.
- All regular age and amount requirements will be required.
- All underwriting classes are available.
- All riders available, except LTC Access Rider and Chronic Illness Rider (UL/SUL).
- No foreign nationals or non-US residents except for Green Card holders permanently residing in the United States.
- Personal use only; not available for business or corporate ownership.
- Applicant must have significant non-MRB income and assets sufficient to fund the payment of the premium over the required pay period. Supporting financial information will be required, including a breakdown of MRB and non-MRB income and assets.
- Premium financing will be permitted.

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For more information, contact your MMSD Managing Director, or call MMSD New Business & Underwriting at **1-800-601-9983, Option 4**.

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