

# American Landmark 3

A fixed-indexed annuity from  
MassMutual Ascend Life Insurance Company





Photo submitted by **Rebecca** from **Ohio**  
valued annuity customer since **2001**.

# Confidently plan for your future with the American Landmark 3

When you envision a future that fulfills you, maybe you see yourself traveling, cooking, spending time with family or discovering a new hobby. Whatever it is, our goal is to help you navigate your future with confidence.

## THE AMERICAN LANDMARK 3 FIXED-INDEXED ANNUITY OFFERS:



### Growth opportunity

You can allocate your money to interest strategies that may help you accumulate additional savings.



### Protection from loss

Regardless of market conditions, you won't lose the money you contribute to your annuity unless you take a withdrawal or surrender your annuity during its early withdrawal charge period.



### Guaranteed income

When you're ready to turn the money you've accumulated in your annuity into guaranteed income, you can select from a variety of options, including payments that will last for the rest of your life.



### Flexibility with a three-year early withdrawal charge period

You will have access to a portion of your money each year, but if your circumstances change, you can access your money penalty-free after just three years.

# Annuity basics

An annuity is a financial product that's designed to protect and grow your money, and then provide a stream of guaranteed income.

## HERE'S HOW IT WORKS:



You purchase an annuity by making a payment to an insurance company.



Your annuity can grow in value over time.



When you're ready to start receiving income, your annuity can be turned into a steady stream of payments.



Other than pensions,  
annuities are the only products that  
provide guaranteed lifetime income.

# Choose how you want your money to grow

A fixed-indexed annuity protects your principal, locks in your earnings and guarantees your annuity values will not fall below a minimum value.

**Principal protection:** Offers the unique opportunity to earn interest based on market performance without the risk of market loss. The money you contribute to your annuity cannot be lost unless you take a withdrawal or surrender your annuity during the early withdrawal charge period.

**Locked-in earnings:** Any interest credited to your annuity is locked in and protected from market declines. This means if your account value increases, you can rest assured it will not decrease due to market performance.

**Guaranteed minimum surrender value:** The amount payable to you if you surrender your annuity will never be less than the Guaranteed Minimum Surrender Value (GMSV). The GMSV includes interest that is credited daily at a fixed rate set out in your annuity. This means in certain situations when your annuity earns no interest due to flat or declining index performance, the amount payable upon surrender may still be greater than the amount of money you contributed to your annuity.



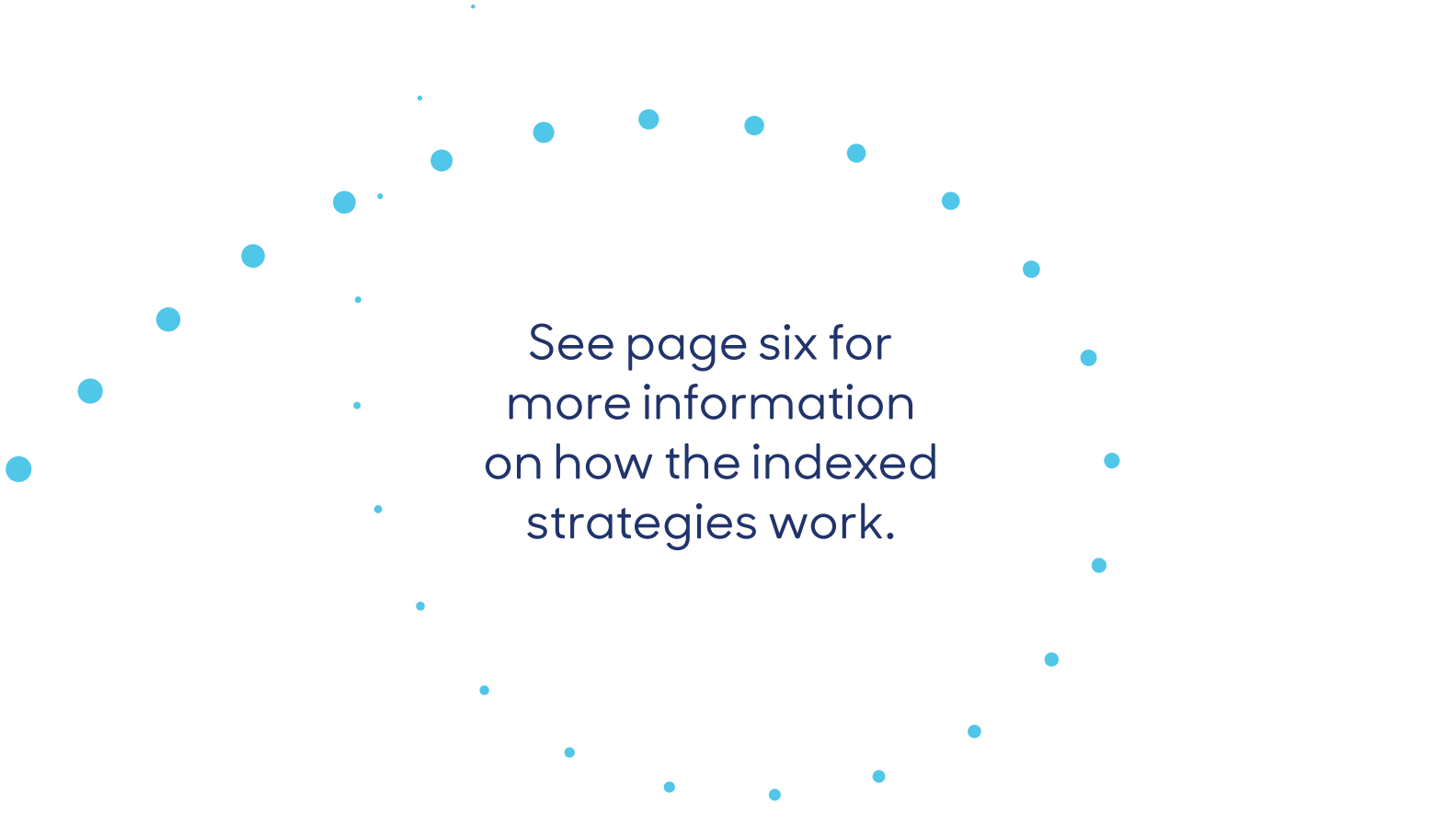
Fixed-indexed annuities offer multiple interest strategies to help you build your savings.

A fixed-indexed annuity has two phases – an accumulation phase and an income phase. During the accumulation phase, the money you contribute to your annuity can earn interest tied to positive market performance. During the income phase, the money you've earned in your annuity can be turned into a stream of income payments.

We offer two types of strategies during the accumulation phase:

- A **declared rate strategy** allows you to grow your money at a fixed interest rate that is set at the beginning of each term.
- **Indexed strategies** offer you the unique opportunity to earn interest based, in part, on market performance without the risk of market loss.

You have the flexibility to choose the strategies that are right for you. We know your needs may change over time, so you can revisit your strategy selections at the end of each term.



See page six for  
more information  
on how the indexed  
strategies work.

# Indexed strategies offer growth opportunity that's tied to market performance

Money in an indexed strategy earns interest based on positive market performance. Interest is credited on the last day of each term year and is **guaranteed to never be less than 0%**.

The American Landmark® 3 offers point-to-point indexed strategies, some with participation rate lock.

A **point-to-point strategy** compares the closing value of an index – such as the S&P 500® – at the end of a term to the closing value on the first day of the term. If the result is positive, interest is credited. If the result is negative or flat, the credited interest rate is 0%.

A **point-to-point with participation rate lock strategy** locks in your participation rate for the duration of the participation rate lock period.

The amount of interest credited at the end of the term is limited by either a cap or a participation rate.

- A **cap** is the maximum interest rate that will be credited for a term.
- A **participation rate** is the percentage of a positive index change that will be credited for a term.

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Any interest credited to your account value is locked in at the end of each term year and cannot be lost due to future market performance.

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# Indexed strategies also keep your money protected from market declines

Not only do indexed strategies provide the opportunity to earn interest based on market growth, but they keep your money protected in the event of market declines.

When index performance is positive, interest is credited to your annuity and it's locked in. This means, your annuity cannot lose value due to future market performance.

On the other hand, if index performance is negative, you won't lose money. But, you can still earn interest during future terms. Let's take a look at how it works.



## YEAR 1

Index performance is positive.

Your annuity earns interest that is locked in and protected from future index declines.

## YEAR 2

Index performance is negative.

Your principal and earnings remain protected, leaving your account value unchanged.

## YEAR 3

The index begins to recover.

Your annuity earns interest, even though the index has not made up its previous loss.

The example above is for illustrative purposes only. It does not reflect actual index performance.

# But wait, there's more

The American Landmark 3 offers these additional benefits to help you confidently navigate your future.



## **Tax treatment that allows faster growth**

You don't pay taxes on the interest your annuity earns until you start receiving payments or take a withdrawal. That means your money can grow at a faster rate than it would in a taxable product.



## **Leave a legacy for your loved ones**

As you're planning for the future, you probably want to know what will happen to your money when you're gone. With the American Landmark 3, any death benefit is paid directly to your beneficiaries, which allows them to receive your financial legacy without the cost and delays of probate.

## **It's important to consider your liquidity needs.**

The American Landmark 3 is intended to be a long-term product. However, you will have access to a portion of your money each year with penalty-free withdrawals.

During the first contract year, you may withdraw up to 10% of your purchase payments. After the first contract year, 10% of the account value on the most recent contract anniversary may be withdrawn.

It's important to note withdrawals in excess of this amount may be subject to early withdrawal charges. Early withdrawal charges end after three years.

This information is not intended or written to be used as legal or tax advice. It was written solely to provide general information and support the sale of annuity products. You should seek advice on legal or tax questions based on your particular circumstances from an attorney or tax advisor.

For qualified contracts, the full amount withdrawn is generally subject to income tax. For other contracts, only the gains are subject to income tax. If you are under age 59½, the taxable amount is also generally subject to a 10% federal penalty tax.

# MassMutual Ascend

## Taking financial futures above and beyond

At MassMutual Ascend, we are committed to going above and beyond – so when it comes to your financial future, the impossible feels possible.

As a leading provider of annuities, we see our products as more than just contracts. Our annuities are transparent and easier to understand, so you always know what to expect.

Our “A++” rating by AM Best follows more than 40 consecutive years of an “A” or higher rating. This means you can have confidence knowing we’ll be here when you need us. We are a wholly owned subsidiary of MassMutual, one of the largest life insurance companies in the U.S., founded in 1851.

And finally, everything we do is rooted in a culture of service. From our people to our technology, we strive to always provide you with what you need, when you need it.

The status quo isn’t a status we ever want. At MassMutual Ascend, we’ll always be in pursuit of better – so you can navigate your future with confidence.

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**Learn more at [MassMutualAscend.com](https://www.massmutualascend.com).**

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# American Landmark 3 features

|                                 |  |
|---------------------------------|--|
| <b>ISSUE AGES</b>               | <p><b>Qualified:</b> 0–90<br/> <b>Non-qualified:</b> 0–90</p> <p><b>Inherited IRA:</b> 0–75<br/> <b>Inherited non-qualified:</b> 0–75</p> <p><i>Issue ages may vary by state.</i></p>  |
| <b>PURCHASE PAYMENTS</b>        | <p>You can purchase this annuity with an initial purchase payment of \$50,000 or more. You can add to your annuity during the first two contract months with additional purchase payments of at least \$2,000.</p>   |
| <b>FEES</b>                     | <p>There are no upfront charges. All your money goes to work for you.</p>  |
| <b>INTEREST STRATEGIES</b>      | <ul style="list-style-type: none"> <li>• Declared rate</li> <li>• S&amp;P 500® 1-year point-to-point with cap</li> <li>• iShares U.S. Real Estate 1-year point-to-point with cap</li> <li>• iShares MSCI EAFE 1-year point-to-point with cap</li> <li>• First Trust Barclays Edge Index 1-year point-to-point with participation rate</li> <li>• First Trust Barclays Edge Index 1-year point-to-point with 3-year participation rate lock</li> </ul> <p><i>Available strategies may vary by state and by distribution. Declared rate strategy not available in California.</i></p>  |
| <b>TERM</b>                     | <ul style="list-style-type: none"> <li>• A term is the period over which interest is calculated for an indexed strategy. Indexed strategies available on this product offer one-year terms. You may reallocate funds among available strategies at the end of each one-year term.</li> <li>• The First Trust Barclays Edge Index 1-Year Point-To-Point with 3-Year Participation Rate Lock strategy has three one-year terms. The participation rate is locked in for all three one-year terms. This strategy may only be selected during the first contract year. At the end of each one-year term, the ending value of this strategy may be applied to a new term of this strategy. No other amounts may be applied. At the end of each one-year term, you may also reallocate funds held in this strategy among other available strategies. Funds held in the strategy at the end of the third one-year term are automatically applied to the First Trust Barclays Edge Index 1-year point-to-point with participation rate strategy unless you elect otherwise.</li> <li>• Interest, if any, is credited on the last day of each term year on all indexed strategies.</li> </ul> |
| <b>PENALTY-FREE WITHDRAWALS</b> | <p>During the first contract year, you may withdraw up to 10% of your purchase payments. After the first contract year, 10% of the account value on the most recent contract anniversary may be withdrawn. Amounts withdrawn in excess of the penalty-free withdrawal allowance may be subject to early withdrawal charges.</p>  |

| <b>EARLY WITHDRAWAL CHARGES</b>           | <p>During the first three contract years, an early withdrawal charge starting at 9% is applied to surrenders and withdrawals that exceed the 10% penalty-free amount. All charges end after three years.</p> <table border="1" data-bbox="438 504 1128 588"> <thead> <tr> <th>Contract year</th> <th>1</th> <th>2</th> <th>3</th> <th>4+</th> </tr> </thead> <tbody> <tr> <td>Early withdrawal charge</td> <td>9%</td> <td>8%</td> <td>7%</td> <td>0%</td> </tr> </tbody> </table>  | Contract year | 1  | 2  | 3 | 4+ | Early withdrawal charge | 9% | 8% | 7% | 0% |
|---|---|---------------|----|----|---|----|-------------------------|----|----|----|----|
| Contract year                             | 1   | 2             | 3  | 4+ |   |    |                         |    |    |    |    |
| Early withdrawal charge                   | 9%  | 8%            | 7% | 0% |   |    |                         |    |    |    |    |
| <b>GUARANTEED MINIMUM SURRENDER VALUE</b> | <p>The amount payable to you if you surrender your contract will never be less than the Guaranteed Minimum Surrender Value (GMSV). The GMSV is based on 87.5% of your purchase payments, plus interest credited daily at a guaranteed minimum rate. Ask your financial professional for the rate that will apply to your contract.</p> <p>This means, in certain situations when your contract earns no interest due to flat or declining index performance, the amount payable upon surrender may still be greater than the amount of money you contributed to your annuity. It's important to remember the GMSV is reduced by prior withdrawals, including applicable early withdrawal charges.</p> <p>The GMSV will not be less than the minimum values required by the state in which your annuity is issued.</p>   |               |    |    |   |    |                         |    |    |    |    |
| <b>INCOME PAYOUT OPTIONS</b>              | <p><b>Fixed period:</b> You receive income benefit payments for a fixed period of time that you select.</p> <p><b>Life or life with a minimum fixed period:</b> You receive income benefit payments for life. If you select a minimum fixed period of time and pass away before the end of the period, the remaining income benefit payments are paid to the person you designate.</p> <p><b>Joint and one-half survivor:</b> Income benefit payments are guaranteed for your life and the life of a designated joint annuitant. If you are survived by the joint annuitant, he or she will receive 50% of the income benefit payment for life.</p>   |               |    |    |   |    |                         |    |    |    |    |
| <b>INCLUDED WAIVER RIDERS</b>             | <p><b>Extended care waiver rider:</b> After the first contract year, if you are confined to a nursing home or long-term care facility for at least 90 consecutive days, you have the option to withdraw up to 100% of the account value without incurring an early withdrawal charge.</p> <p><b>Terminal illness waiver rider:</b> After the first contract year, if you are diagnosed by a physician as having a terminal illness, you have the option to withdraw up to 100% of the account value without incurring an early withdrawal charge. A terminal illness is defined as having a prognosis of survival of 12 months or less, or a longer period as required by state law.</p> <p><i>Extended care and terminal illness waiver riders are not available in Massachusetts. In California, the Extended Care Waiver Rider has been replaced with the Waiver of Early Withdrawal Charges for Facility Care or Home Care or Community-Based Services Rider, which provides for a waiver of early withdrawal charges under an expanded variety of circumstances.</i></p> |               |    |    |   |    |                         |    |    |    |    |



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