



## Why sell the Index Frontier 5 Plus?

A registered index-linked annuity

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With an **Index Frontier 5 Plus**  
annuity from MassMutual Ascend,  
you'll find a simpler way to help  
achieve your clients' goals.

**For them:**

The opportunity to participate  
in market growth and reduce  
exposure to market loss

**For you:**

Service, support and  
a long-term partnership on  
which you can rely

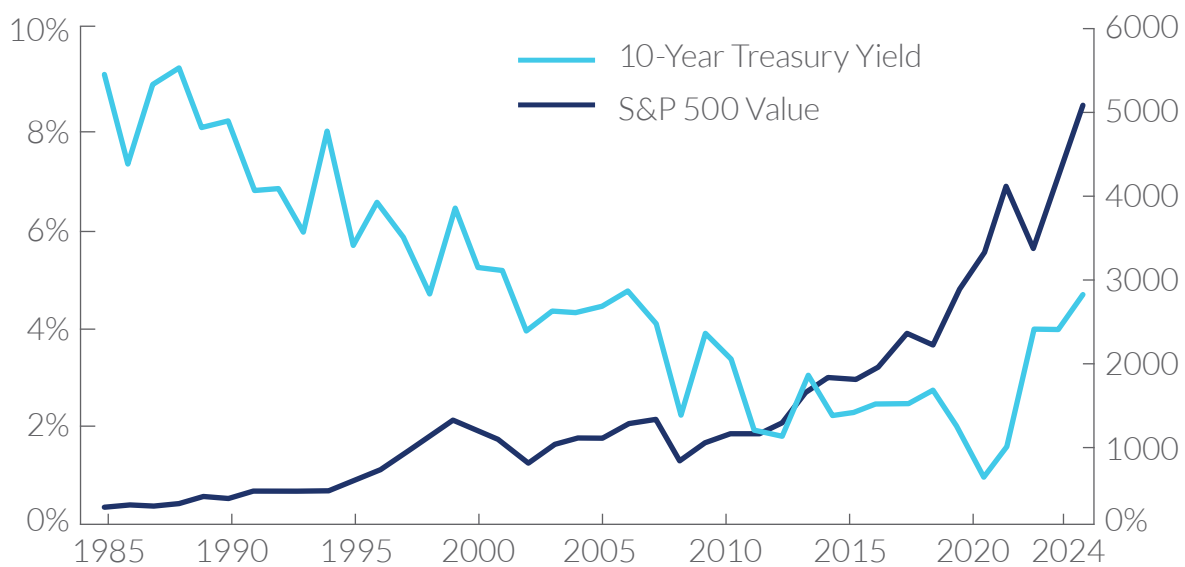




# Are your clients receiving the protection and growth they need?

Unpredictable equity markets may make fixed income investments look like an attractive way to bring safety and stability to your clients' portfolios. However, interest rates and yields have generally trended down over the last 35 years.

Equity investments offer growth potential, but may be too volatile for individuals with a shorter investment horizon, like those in or near retirement. While the S&P 500® is hovering near all-time highs, there is no knowing where it will go next.



Values as of December 31 of each year.

Sources: S&P Dow Jones Indices and <https://fred.stlouisfed.org>.

Data as of December 31, 2024.



Early 2020 marked the end of the longest-running bull market in modern history. Unfortunately, when long-run bull markets end, the decline can be dramatic. In fact, the average bear market return since 1929 is -40%.

Historical Bear Markets	Decline from all time high
1929-1932	-86%
1937-1942	-60%
1946-1949	-30%
1956-1957	-22%
1961-1962	-28%
1966	-22%
1968-1970	-36%
1973-1974	-48%
1980-1982	-27%
1987	-34%
2000-2002	-49%
2007-2009	-57%
2020	-34%
2022	-25%

Average bear market return (1929-2024): -40%

**Low fixed income yields and unpredictable equity markets might have you looking for an alternative solution to help clients accumulate retirement assets.**

# Finding the right balance

As a financial professional, part of your job is helping clients find the right balance between safety and growth. So how can you help your growth-focused clients take advantage of positive market performance without exposing them to too much risk? The Index Frontier® 5 Plus registered index-linked annuity is designed to help clients grow their assets in a tax-efficient way, while maintaining partial protection from market loss.

## THE INDEX FRONTIER 5 PLUS REGISTERED INDEX-LINKED ANNUITY OFFERS:



### **Growth opportunity**

Clients can allocate their money to indexed strategies that may help them accumulate additional savings without investing directly in the market.



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

Clients' money may grow at a faster rate since taxes are deferred until they take a withdrawal or annuitize their contract.



### **Partial protection from loss**

Each indexed strategy limits risk exposure with either a floor or buffer.



### **No fees**

There are no upfront or recurring charges, meaning all of your clients' money goes to work for them. A charge will apply if your clients take a withdrawal in excess of the penalty-free withdrawal amount during the early withdrawal charge period.





### **A legacy for loved ones**

If your clients pass away before the annuity benefit payout begins, their beneficiaries are guaranteed to receive the greater of the account value or the return of premium amount.



### **Guaranteed income**

Unlike equity and fixed income investments, the Index Frontier 5 Plus provides the opportunity to turn the money your clients have accumulated in their annuity into a guaranteed stream of income that can last for the rest of their lives.

Future indexed strategies on the Index Frontier 5 Plus could offer different floors or buffers.

The Index Frontier 5 Plus has a 5-year early withdrawal charge schedule. The Index Frontier 5 Plus is a security that can only be sold through a Broker/Dealer that is contracted with MassMutual Ascend Life Insurance Company<sup>SM</sup>. This material must be preceded or accompanied by a prospectus. To obtain a copy of the prospectus, visit [MassMutualAscend.com/RILArates](https://MassMutualAscend.com/RILArates).

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# The earning potential of annuities

EARNING POTENTIAL				
	Less			More
	Fixed annuity	Fixed-indexed annuity	Index Frontier 5 Plus annuity indexed strategies	Variable annuity
Loss potential	No	No	Yes, limited by a buffer or floor.	Yes, losses are unlimited.
Fees	No	No	No	Yes

## INDEX FRONTIER 5 PLUS COULD BE A GOOD FIT FOR CLIENTS WHO ARE:



Nearing retirement and seeking to boost their savings



Looking for more protection than offered by a variable annuity



Seeking higher earning potential than a fixed or fixed-indexed annuity

# Easier recovery from loss with reduced market exposure

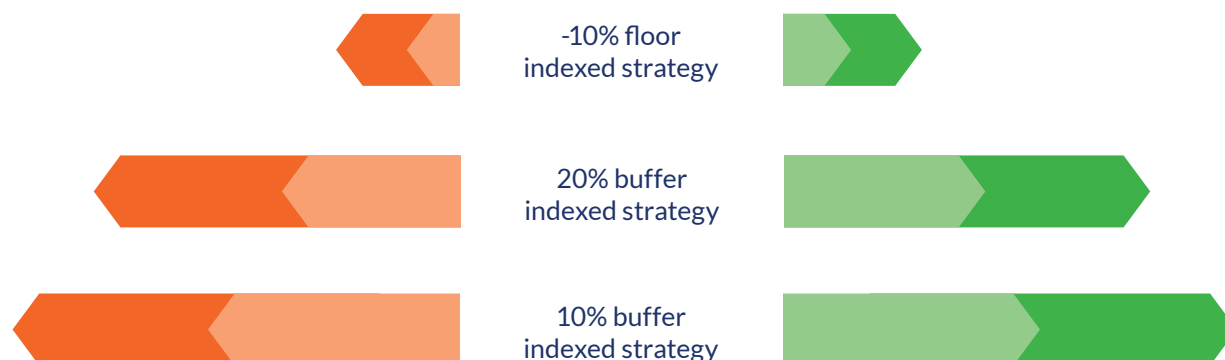
When market volatility hits, it can take a significant return to recover from loss – and as your clients near retirement, they may not have time to rebuild those lost savings. Take a look at the returns that would be required to break even after various market downturns.

Market Loss	Required Return
-10%	11%
-20%	25%
-30%	43%
-40%	67%
-50%	100%
-60%	150%
-70%	233%

The Index Frontier 5 Plus offers indexed strategies with several types of downside protection: -10% floor, 20% buffer and 10% buffer. All types of indexed strategies provide market-linked growth potential and partial downside protection, which can make it easier to recover from market downturns.

## Managing risk and reward with indexed strategies

Like with most investments, with greater risk comes greater opportunity for reward. With several types of downside protection to choose from, your clients can align their strategy allocations to their risk tolerance.



The graphic above is a generalized representation of upside potential in exchange for downside risk – upside potential rates are subject to many factors and may vary.



## Determining Strategy Value

To determine strategy values, we first calculate the index percentage change by comparing the index value at the end of a term to the index value on the first day of the term.

If the index change is positive, we apply the applicable cap, trigger rate, or in some cases, an upside participation rate and cap for the term.

If the change is negative, for all strategies except those with a dual performance trigger, we apply the -10% floor, 20% buffer or 10% buffer. If the change is negative for a strategy with a dual direction trigger, the strategy value will decrease if the index loss exceeds the buffer for the term.

Please note that indexed strategy values during a term are calculated daily. The method used to calculate daily values differs from that used at the end of a term. For more information on daily value calculation, please see the product prospectus.













Photo submitted by **Jeff from Maine**,  
valued annuity customer since **2018**.

# Diversification with multiple indexed strategy options

The Index Frontier 5 Plus offers growth opportunity with strategies that earn returns based on the following index and exchange traded funds (ETFs):

- **S&P 500® Index:** Includes stocks issued by 500 of the top companies in leading industries of the U.S. economy
- **iShares MSCI EAFE ETF:** Seeks to track the investment results of an index composed of developed market equities, including those in Europe, Australia, Asia and the Far East
- **iShares U.S. Real Estate ETF:** Seeks to track the performance of the Dow Jones U.S. Real Estate Index, which is composed primarily of U.S. equities in the real estate sector and real estate investment trusts (REITs)
- **SPDR Gold Shares ETF:** Designed to reflect the market value of gold bullion
- **First Trust Barclays Edge Index:** Seeks to provide equity and fixed income exposure through a blend of the Capital Strength Index™ and Value Line Dividend Index™ and Barclays' US 2-year Treasury Futures, 5-year Treasury Futures and 10-year Note Futures Indexes while aiming to control risk by maintaining a volatility target at or below 7%. Since the index is on an excess return basis (i.e., it returns the index performance in excess of risk-free rates), the risk free return is deducted from the equity underliers. The risk free rate used in this calculation is the U.S. Fed Funds Rate published by the Federal Reserve of New York (ticker: FEDL01) for each day divided by 360. No such adjustment is needed to the US Treasury futures indexes as these securities returns are naturally on an excess return basis.

Strategies linked to the S&P 500® Index (SPX), the iShares MSCI EAFE ETF (EFA), the iShares U.S. Real Estate ETF (IYR), and the SPDR Gold Shares ETF (GLD) provide returns based, in part, on the change in the price of the Index or ETF. The price change does not include dividends that might be paid on the underlying investments of the Index or ETF.

Strategies linked to the First Trust Barclays Edge Index (FTEDGE7) provide returns based, in part, on the change in net asset value of the underlying investments of the Index. The net asset value change includes dividends that might be paid on the underlying investments of the Index.

Not all strategies available with all indexes and ETFs. See Product Overview for strategy availability.

# Frequently asked questions

## **What are the contracting requirements to sell an Index Frontier 5 Plus annuity?**

In order to sell an Index Frontier 5 Plus annuity, you must hold insurance and securities licenses. Index Frontier 5 Plus can only be sold through a Broker/Dealer that is contracted with MassMutual Ascend.

## **Is there a mortality and expense charge?**

No, your clients will not pay a mortality and expense charge. All their money goes to work for them.

## **Are there any other administrative fees?**

No. Your clients will pay an early withdrawal charge if they take a withdrawal during the early withdrawal charge period in excess of the 10% free withdrawal allowance, but there are no other fees associated with this product.

## **Does this product offer subaccounts like traditional variable annuities?**

No, your clients' money is not invested in subaccounts. Instead, an Index Frontier 5 Plus annuity offers indexed strategies to help your clients accumulate money for retirement, while giving them the ability to manage downside risk.

## **Are there any riders available?**

Index Frontier 5 Plus includes extended care and terminal illness waiver riders. These waiver riders allow clients to withdraw their money without incurring an early withdrawal charge when certain criteria are met. There are no charges for these riders. Availability may vary by state.

## **Where can I find the prospectus for this product?**

The prospectus can be found at [MassMutualAscend.com/RILArates](https://MassMutualAscend.com/RILArates). Please keep in mind the prospectus must accompany any marketing materials you present to a client.



# 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, the status quo isn't a status we ever want. We'll always be in pursuit of better.

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 so you can navigate your future with confidence.

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

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# Index Frontier 5 Plus

## product details

ISSUE AGES	<p><b>Qualified:</b> 0–80</p> <p><b>Non-qualified:</b> 0–80</p> <p><b>Inherited IRA:</b> 0–75</p> <p><b>Inherited non-qualified:</b> 0–75</p>
PURCHASE PAYMENTS	<p>Issued with a single purchase payment. Subsequent purchase payments accepted in the first two contract months.</p> <ul style="list-style-type: none"> <li>• <b>Minimum:</b> Initial purchase payment: \$25,000; additional purchase payments: \$10,000</li> <li>• <b>Maximum:</b> \$1 million without prior Home Office approval</li> </ul>
FEES	<p>There are no upfront or recurring charges.</p>
CREDITING STRATEGIES	<p>The owner selects from two types of crediting strategies: a <b>declared rate strategy</b> and <b>indexed strategies</b>. At the end of each term, the owner has the opportunity to reallocate funds among the available strategies. To reallocate funds, the owner must submit a strategy selection form prior to the end of the term. Unless the owner reallocates funds at the end of a term, funds are automatically applied to the same strategy (if available) for the next term. See product prospectus for more information on default strategy reallocations.</p> <p>Product availability, strategy availability and strategy feature availability may vary by state and by distribution. For information specific to your state, please refer to the Product Rate Sheet.</p>
PERFORMANCE LOCK	<p>Performance lock is a feature that allows clients to lock in indexed strategy gains and limit further losses for a term. Performance lock is an election to lock in the daily value percentage for the remainder of a term. A performance lock election for a term is effective on the second market close following our receipt of a request in good order. Once we receive a request in good order, a performance lock election for a term cannot be revoked or changed and clients will not be able to reallocate a performance locked 1-year indexed strategy until the end of the term. If a client makes a performance lock election for a 5-year strategy, the term will always end on the next anniversary of the term start date even if it otherwise would have continued for one or more additional years. Performance lock is only available on select strategies. For specific strategy availability, please see the Product Overview.</p>

## INDEXED STRATEGY VALUES

The value of an indexed strategy changes from day to day throughout each term. The method used to calculate the strategy value depends on whether the value is being calculated at the end of a term or during a term.

For strategies with a cap and strategies with an upside participation rate and cap, at the end of a term, the value of an indexed strategy is increased (subject to the cap and/or upside participation rate) for any rise in the applicable index/ETF over the term, or decreased (subject to the floor or buffer) for any fall in the applicable index/ETF over the term.

For strategies with a performance trigger, the trigger rate is credited when index performance is positive or level over the term, or decreased (subject to the buffer) for any fall in the applicable index/ETF over the term.

For strategies with a dual performance trigger, the trigger rate is credited when index performance is positive, level, or when the index loss does not exceed the buffer over the term, or decreased when the index loss exceeds the buffer over the term.

**Before the end of a term, the value of an indexed strategy is increased or decreased by the daily value percentage. The daily value percentage is not tied directly to the underlying index, but is based on the prices of hypothetical options related to the index, adjusted for the costs of acquiring and exiting such options.**

The prospectus contains more information about the risks of investing in this contract, how withdrawals affect strategy values, a more detailed explanation of how strategy values are calculated and examples of such calculations.

## PENALTY-FREE WITHDRAWALS

During the first contract year, 10% of the purchase payments may be withdrawn without an early withdrawal charge. After the first contract year, 10% of the account value as of the most recent contract anniversary may be withdrawn without an early withdrawal charge.

## EARLY WITHDRAWAL CHARGES

An early withdrawal charge is applied to surrenders and withdrawals that exceed the penalty-free withdrawal allowance during the first five contract years.

Contract year	1	2	3	4	5	6+
Early withdrawal charge	8%	7%	6%	5%	4%	0%

## PAYOUT OPTIONS

The following options are available following the first contract year: fixed period payout, life payout, life payout with payments for at least a fixed period, and joint and one-half survivor payout.

## DEATH BENEFIT VALUES

The death benefit amount is the greater of the account value or the purchase payments, reduced proportionally for all withdrawals, but not including amounts applied to pay early withdrawal charges. In either case, it is reduced by premium tax or other taxes not previously deducted.







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Annuities are intended to be long-term products and may not be suitable for all investors. Withdrawals from an annuity contract may have tax consequences.

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