



Growth potential with the flexibility to lock in gains

AN IN-DEPTH LOOK AT PERFORMANCE LOCK



Take control of strategy returns with performance lock

When your clients purchase a registered index-linked annuity from MassMutual Ascend, they may have the opportunity to elect performance lock. This feature allows clients to lock in indexed strategy gains or limit further losses for a term.

Important things to know

A performance lock election:

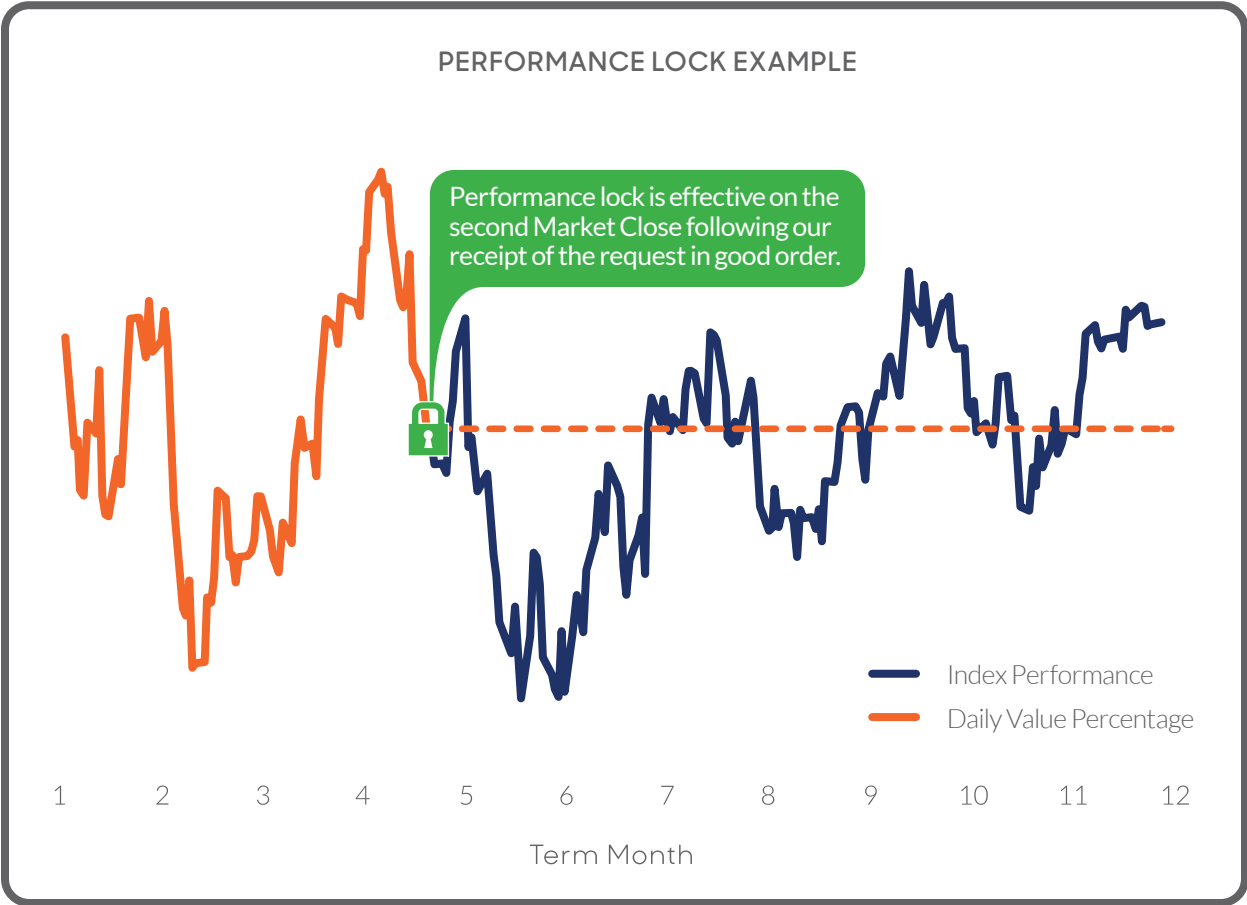
- Can be requested at any time during the term
- Cannot be revoked or changed
- Is effective on the second market close following our receipt of the request in good order
- Locks in the daily value percentage for the remainder of a term

Key terms

- **Investment base:** The base amount used to calculate the value of an Index Strategy. The investment base is the amount applied to an indexed strategy at the beginning of a term, and it is adjusted proportionally for any withdrawals during the term and any related early withdrawal charge. The investment base is reduced daily by an amount equal to the daily charge, if applicable.
- **Daily value percentage:** Used to determine the value of an indexed strategy prior to the end of a term. It is equal to the net option price, reduced by the amortized option cost and the trading cost.

How performance lock works

The hypothetical example below shows a performance lock election that was made four months into the one-year term. You can see that after the performance lock election, the daily value percentage remains steady for the remainder of the term.



How to elect performance lock

There are two ways to make a performance lock election:

1. Call our team at **800-789-6771**.
2. Complete a **Performance Lock Election form** and mail or securely upload it back to us. Access the form by logging into our website.

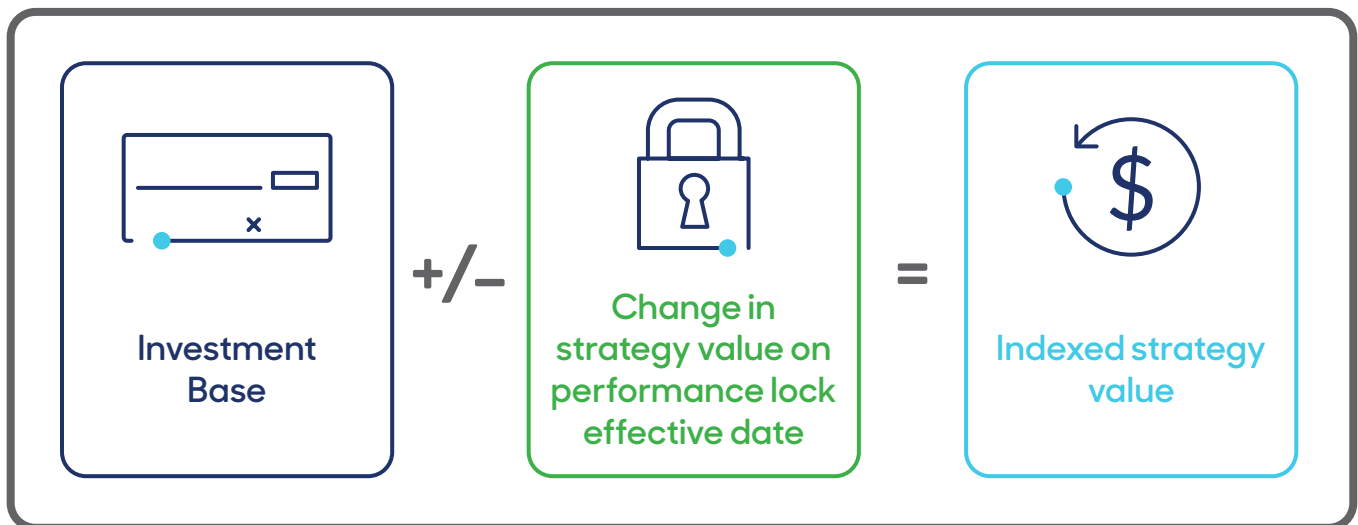
Where can my clients access daily value percentage information?

Clients can access daily value percentage information as of the previous day's market close by logging into their account at **MassMutualAscend.com**.

What happens after a performance lock election?

Once a performance lock election is made, the indexed strategy value is equal to the remaining investment base increased or decreased by the locked daily value percentage. The change in strategy value on the performance lock effective date is equal to the investment base, multiplied by the daily value percentage.

In addition, once a performance lock election is made, that term will end on the next anniversary sweep date.



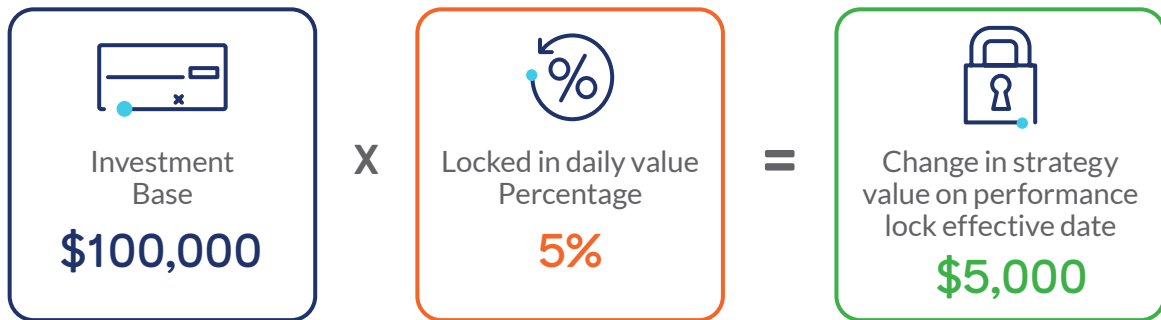
Please keep in mind that a performance lock election does not affect the investment base. After a performance lock, the indexed strategy value can still change before the end of a term if there is a change in the investment base.

See it in action

The hypothetical example below assumes:

- Your client allocates \$100,000 to a one-year indexed strategy. This means the **investment base** at the start of the term is **\$100,000**.
- Your client makes a performance lock election. On the second market close following receipt of that election, the **daily value percentage** is **5%**.
- Your client does not take a withdrawal and no daily charges apply to their contract.

1. Determine the strategy value change on the day the daily value percentage is locked-in



2. Determine the indexed strategy value on the performance lock effective date



3. Determine the ending strategy value amount



The ending value remains **\$105,000** because the daily value percentage is locked and the investment base did not change due to withdrawals or daily charges during the term.

For additional examples, please refer to the product prospectus, which can be found at [MassMutualAscend.com/RILArates](https://www.massmutual.com/Ascend.com/RILArates). Performance lock availability varies by product, strategy and by state. Please refer to the Product Overview for details.

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.

Registered index-linked annuities can only be sold through a Broker/Dealer that is contracted with MassMutual Ascend Life Insurance CompanySM. Any sales solicitation must be accompanied or preceded by a prospectus. To obtain a copy of the prospectus, please visit [MassMutualAscend.com/RILArates](https://www.MassMutualAscend.com/RILArates).

Principal Underwriter/Distributor: MM Ascend Life Investor Services, LLC, member FINRA and an affiliate of MassMutual Ascend.

Products issued by MassMutual Ascend Life Insurance Company (Cincinnati, Ohio), a wholly owned subsidiary of Massachusetts Mutual Life Insurance Company (MassMutual).

All guarantees subject to the claims-paying ability of MassMutual AscendSM.

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