



# 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 have the opportunity to elect performance lock for certain specified indexed strategies. 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:

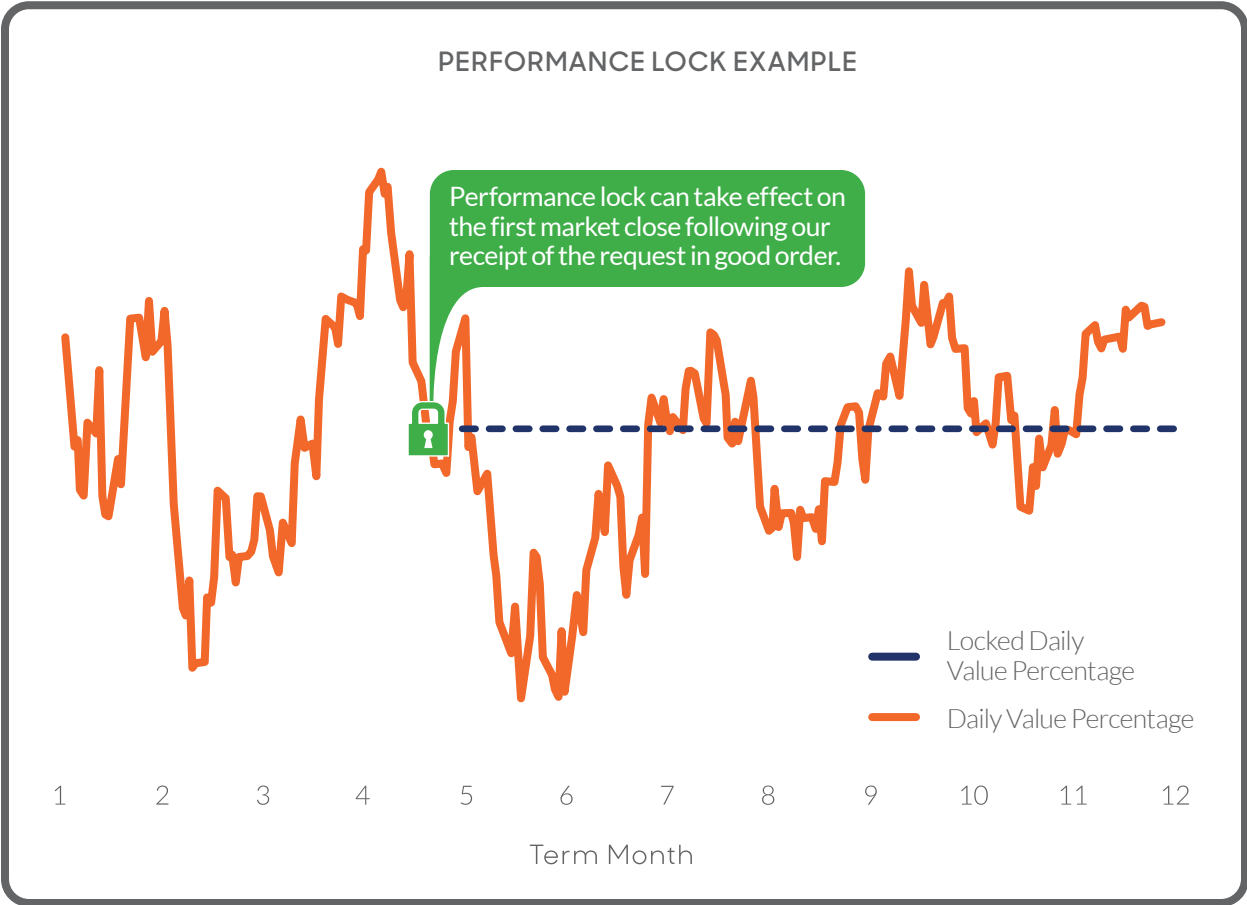
- Can be requested at any time during the term
- Cannot be revoked or changed
- Can take effect on the first market close following our receipt of the request in good order
- Locks in the daily value percentage for calculating the term end value

### Key terms

- **Investment base:** The base amount used to calculate the value of an indexed 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 residual 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 through the end of the term.



## How to elect performance lock

To make a performance lock election, you or your client may:

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.

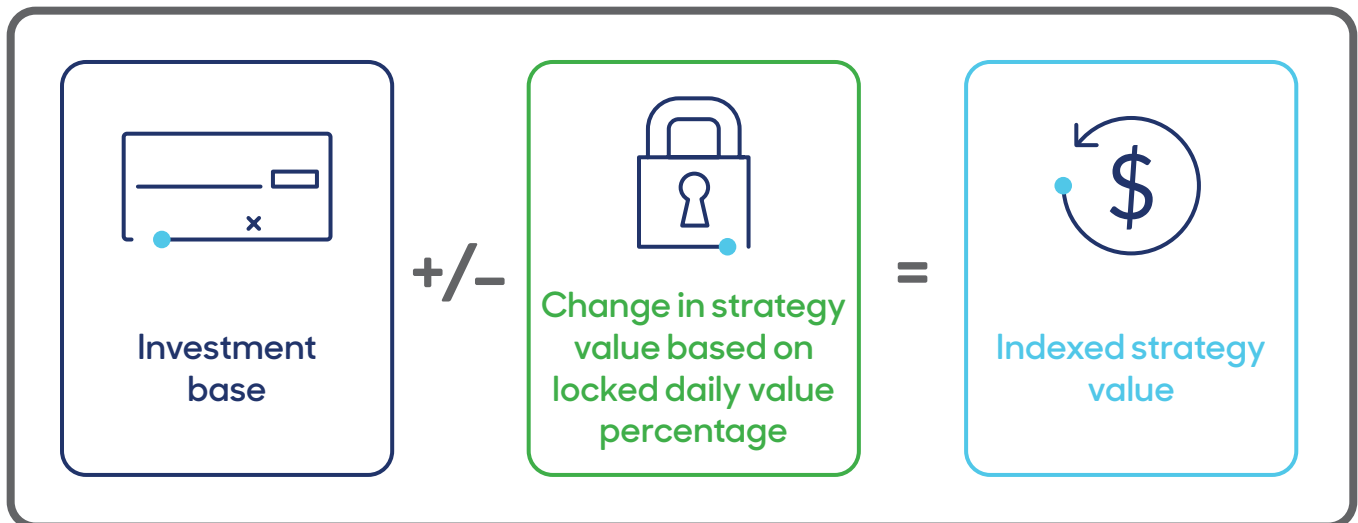
### Where can my clients access daily value percentage information?

Clients can access daily value percentage information as of the previous day's market close by logging into their account at **MassMutualAscend.com**. When a client makes a performance lock election, they will not know the daily value percentage which will apply when the election takes effect.

### What happens after a performance lock election?

Once a performance lock election takes effect, 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 after the performance lock takes effect is equal to the investment base, multiplied by the change in strategy value based on the locked daily value percentage.

In addition, if a performance lock election is made before the final year of a multi-year term, that term will end on the next anniversary sweep date.



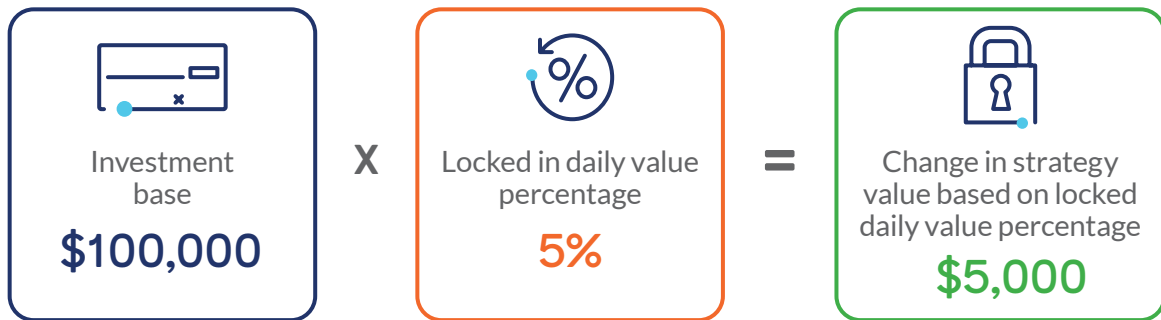
Please keep in mind that a performance lock election does not affect the investment base. After a performance lock, the indexed strategy value can still change before the end of a term if there is a change in the investment base.

## 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 first 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 any day of a term after a performance lock election takes effect



### 2. Determine the indexed strategy value change on any day of a term after a performance lock election takes effect



### 3. Determine the indexed strategy value at the end of the term



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/RILArates). Performance lock availability varies by product, strategy and by state. Please refer to the Product Overview for details.

On a specific request, a client may delay their performance lock election to the second market close following our receipt of the request in good order. A client will not be able to know whether the locked daily value percentage will be lower or higher on that second market close.

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 Company<sup>SM</sup>. 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 Ascend Life Insurance Company.**

This content does not apply in the state of New York.

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