

Improved rates coming with repriced UL Guard and SUL Guard

November reprice will be applied to applications pending as of Oct. 27

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MassMutual will reprice UL Guard and Survivorship UL Guard in November, with premium rates generally improving because of higher interest rates. These flexible-premium universal life products provide the protection of permanent life insurance and may be an important part of your clients' estate and legacy planning.

Overview

The biggest improvements in pricing will be evident for younger insureds and shorter pay scenarios, which are most impacted by higher interest rates. Improvements will be more pronounced for UL Guard than SUL Guard.

Here's an overview:

UL Guard

In general, UL Guard no-lapse guarantee premiums **for face amounts of \$250,000 and above** will decrease:

- 2%-18% for level-pay cases.
- 3%-35% for single-pay cases.

Younger issue ages (45 and below) and standard risk classes will see the greatest impact.

UL Guard rates **will not change for face amounts below \$250,000**.

UL Guard target premiums are also being raised, as premiums have increased over time, but targets did not change. The new targets will be more consistent across most ages and risk classes and closer to the full-pay premium to guarantee a death benefit for life.

SUL Guard

In general, SUL Guard no-lapse guarantee premiums **for all face amounts** will:

- Decrease 0%-11% for single-pay cases.
- Not change for level-pay cases.

Younger issue ages (55 and below) and standard risk classes will see the greatest impact.

SUL Guard target premiums are not changing.

Key dates

Here are key dates in the rollout of the UL Guard/SUL Guard reprice:

- **Oct. 27.** All applications pending as of Oct. 27 will get the new rates, which will always be better than or the same as the current products' rates. Any policies submitted under the old rate series that are issued Oct. 27-Nov. 18 will be reissued to the new rate series after Nov. 19 when the new rates are available. This may require new policy pages to be delivered and take a little longer to get a case updated to the new rates.
- **Nov. 1.** Illustrations for the repriced versions of the products will become available via MassMutual Designs and Winflex.
- **Nov. 19.** This is the first day the repriced products can be issued.

See the [transition rules](#) for complete details.

Marketing resources

For the reprice of UL Guard and SUL Guard, Protection Product Marketing has refreshed producer and consumer materials ([Universal Products Collateral At-A-Glance \[LI1714\]](#)):

Producer guides

[UL Guard Producer Guide \(LI3002\)](#).

[SUL Producer Guide \(LI2005\)](#).

[UL Guard and SUL Guard Frequently Asked Questions \(LI3003\)](#).

Consumer brochures

[UL Guard Consumer Brochure \(LI3001\)](#).

[SUL Consumer Brochure \(LI2001\)](#).

FURTHER INFO

- [National Sales Regional Product Contacts](#).
- National Sales Desk, 800-767-1000 (ext. 25000).
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