

## **MassMutual to introduce LTCi SignatureCare 600 in 39 jurisdictions on Feb. 1** *Multi-life/association program to be discontinued*

On Feb. 1, MassMutual will introduce SignatureCare 600, the company's newest stand-alone long term care insurance (LTCi) product. Initially available [in 39 jurisdictions](#), additional jurisdictions will be communicated as they are approved.

MassMutual remains committed to providing solutions to help protect your clients' independence and standard of living throughout their lifetime, and is focused on responsibly managing its LTCi business for the benefit of current and future policyowners. SignatureCare 600 meets these objectives with new enhancements and a simpler approach:

- **A new “live at home” feature** provides an additional benefit amount to cover certain services delivered in the home. This new benefit amount is separate from a policyowner's total benefit amount.
- **An enhanced elimination period** recognizes “1 in 7,” which counts home- and community-based services received on one day of a calendar week as seven days toward the elimination-period total.
- **Contracts are simpler and easier to understand**, with a streamlined selection of riders.
- Features and benefits **align with MassMutual's hybrid life/LTCi products**.
- Pricing adjustments also reflect the adoption of **gender-distinct rates, standard throughout the industry**.
- SignatureCare 600 continues to provide clients the **flexibility to customize the policy** to meet their individual needs.

### **Submitting new business**

With the introduction of SignatureCare 600 come changes to the new business submission process. SignatureCare application packets may be submitted via eApp or may be imaged, uploaded, and submitted via [lcmassmutual.com](http://lcmassmutual.com).

### Broker Webcast call

You have the opportunity to join a call with an overview of SignatureCare 600 as well as details on the new business submission process. Please join the call by accepting an invitation from your MassMutual Brokerage director or by adding the meeting to your calendar using the link below.

Product Overview, E-App Demo and New Business Submission Process Overview for Brokers	
Date and time	Wednesday, Feb. 6; 1-2:30 p.m. ET
Dial-in number	(857) 327-8503
Conference code	1764 0851
Meeting link	<a href="#">Join Skype Meeting</a>
Invitation	<a href="#">Add to calendar</a>

### Tools and resources

The following resources will be available to help provide information on SignatureCare 600, including:

- “The First Steps: What to Do if Selling SignatureCare is New to You” e-learning module.
- Beginning Feb. 1, marketing materials for approved jurisdictions.
- MassMutual Long Term Care Planning Solutions tool kit

### Multi-life/association discounts

Effective Feb. 1, MassMutual will no longer offer multi-life/association discounts. Supporting marketing materials will no longer be available, and no new groups or list bills will be created. Administrative support, including list bills, will continue for existing groups. However, new lives cannot be added after Jan. 31. The producer of record for a multi-life/association group must notify the group of the change. For more information, refer to [Multi-life Decision Frequently Asked Questions](#) (LTC6408).

### Media inquiries

MassMutual policy restricts unauthorized spokespersons from communicating in any way to members of the media and other external sources on behalf of the company. Any media inquiries regarding MassMutual’s LTCi offering should be referred, without comment, to MassMutual Media Relations (see Further Info below).

## Further Info

- Your MassMutual Brokerage director
- [SignatureCare 600 availability by jurisdiction](#).
- [Multi-life Decision Frequently Asked Questions](#) (LTC6408).
- DI/LTCi National Sales Desk, tel. (800) 767-1000 (ext. 22222).
- *Media inquiries should be referred, without comment, to: MassMutual Media Relations —[Paula Tremblay](#), tel. (800) 767-1000 (ext. 40885).*

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