

# Financial Planning Services



# The journey towards your goals

Our focus today... and always... is about actions you can take to help make your vision for the future a reality.

## Painting a picture of the future

Some goals, like retiring with confidence, are easy to name. Others may not be as evident. Through a collaborative approach and comprehensive financial planning process, we can help you articulate, visualize, and prioritize short and long-term goals.

## Embarking on the journey of a lifetime... with your advisors by your side

- Getting to know one another and articulating your goals
- Familiarizing you with our company and distinctive approach
- Gaining a snapshot of your current financial situation
- Determining if you could benefit from our services
- Committing to an ongoing financial planning relationship
- Discussing next steps





## Who you choose to work with matters

When working with us, you have the confidence in knowing we are affiliated with a strong, stable company with consistent growth.

- As a mutual life insurance company, Massachusetts Mutual Life Insurance Company (MassMutual) has paid dividends to eligible participating policyowners every year since 1869.<sup>1</sup>
- As of September 30, 2018, MassMutual and its member companies reported \$786.8 billion in assets under management.<sup>2</sup>
- Ranked #93 in the annual *FORTUNE*<sup>®</sup> 500 ranking 2018<sup>3</sup>
- Named 2018 World's Most Ethical Company by the Ethisphere Institute<sup>4</sup>
- MassMutual's broker-dealer, MML Investor Services, ranked third largest independent broker-dealer in account assets and number of representatives.<sup>5</sup>

<sup>1</sup> Dividends are determined annually, subject to change and not guaranteed.

<sup>2</sup> Assets under management include assets and certain external investment funds managed by MassMutual subsidiaries, including OppenheimerFunds Inc. and Barings, LLC.

<sup>3</sup> *FORTUNE*<sup>®</sup> and *FORTUNE*<sup>®</sup> 500 are registered trademarks of Time Inc. and are used under license. From *FORTUNE*<sup>®</sup> Magazine, June 1, 2018. ©2018 Time Inc. Used under license. *FORTUNE*<sup>®</sup> and Time Inc. are not affiliated with, and do not endorse products or services of MassMutual.

<sup>4</sup> 2018 World's Most Ethical Companies, Ethisphere.

<sup>5</sup> Investment News, 2017 Broker-Dealer Data Center Rankings.



# Your unique vision with our systematic approach



\* Implementation, which involves purchasing products and services, is separate and distinct from the financial planning services. Clients can, but are under no obligation to, implement the advice through us, our affiliates or an unaffiliated financial institution of client's choice. Implementation of the financial planning advices is achieved through a separate relationship with the client.

# Four Cornerstones of Financial Planning

## Cash & Liability Management

We can **help** you **balance** short, mid and long-term liquidity needs with overall goals.



## Protection Planning

We can **help** you identify insurance gaps and design strategies to help **protect** the ones you love.

## Investment Planning

We can **help** define the timeframe for your goals, along with your tolerance for investment risk which play a critical role in the strategies we **recommend** for you.



## Tax Planning

We can **help** identify strategies, conduct analysis and make recommendations to help **reduce** future tax liabilities.

# Embarking on the journey toward your goals

We'd like to start our journey by helping you prioritize what is most important to you today and in the future. Together we'll review the following. Check which items have impacted your financial situation or you would like to discuss with your Financial Planner.



## Financial Position

- Recently moved or considering a relocation
- Considering the sale of a major asset like your home, business or other real estate
- Changing jobs
- Getting married or divorced
- Adding to family through birth or adoption
- Loss of a loved one
- Receiving a gift or inheritance



## Risk Management

- Reviewing Health Savings Account contributions
- Spending any remaining balances in Flexible Spending Accounts
- Reviewing existing life and disability income insurance policies and coverage amounts
- Reviewing assisted living needs for a parent or other family member
- Reviewing any long-term care needs



## Wealth Accumulation

- Confirming investment goals and strategy
- Reviewing asset allocation
- Revisiting income and savings needs
- Contributing to education accounts
- Establishing savings plan for major purchase or expense goal



## Tax Management

- Income tax strategies
- Alternative minimum tax strategies
- Capital gain/loss strategies



## Retirement Planning

- Retirement Planning
- Social Security
- Distribution planning
- Funding analysis
- Non-qualified plans
- Analyzing tax benefits of a Roth IRA conversion
- Maximizing 401(k) contributions including catch-up contributions
- Maximizing IRA contributions including catch-up contributions
- Establishing a retirement plan, if a business owner
- Reviewing overall retirement income strategy



## Estate Planning

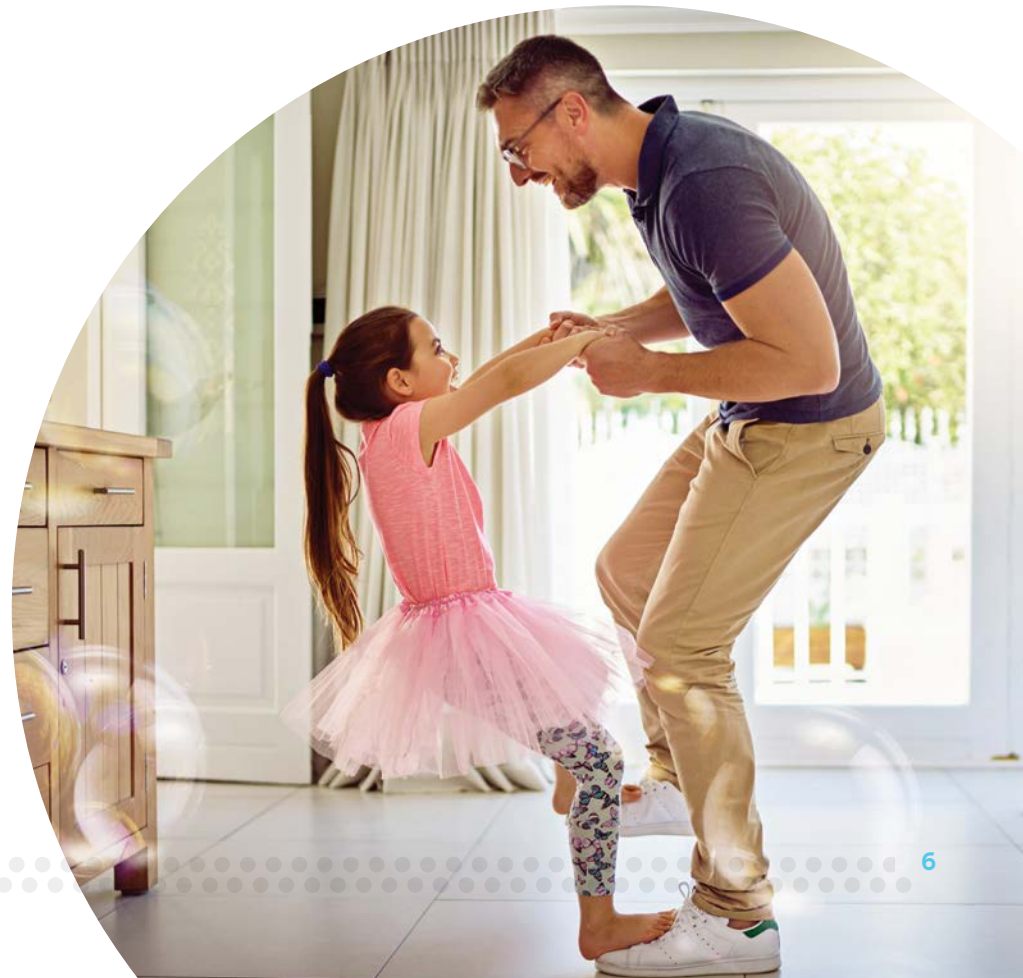
- Using a Trust
- Reviewing beneficiary designations
- Planning charitable giving
- Reviewing impact of any new tax laws
- Reviewing estate documents (wills, trusts)
- Planning for the succession of a business
- Analyzing estate tax implications

# One step closer

## Proceeding with confidence towards achieving your goals

Congratulations. By turning to a financial planner to help you visualize and articulate your goals you are one step closer to success. Let's agree on the next few steps to continue our forward momentum.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_





The information provided is not written or intended as specific tax or legal advice. MassMutual, its subsidiaries, employees and representatives are not authorized to give tax or legal advice. Individuals are encouraged to seek advice from their own tax or legal counsel. Individuals involved in the estate planning process should work with an estate planning team, including their own personal legal or tax counsel.

Securities, investment advisory, and financial planning services offered through qualified representatives of MML Investors Services, LLC (MMLIS), a registered investment adviser and broker/dealer (Member SIPC) and a MassMutual subsidiary, 1295 State Street, Springfield, MA 01111-0001.

© 2019 Massachusetts Mutual Life Insurance Company (MassMutual), Springfield, MA 01111-0001. All rights reserved. [www.massmutual.com](http://www.massmutual.com).