Managing the details of a friend or family member’s trust and making investment decisions can feel overwhelming at times. You have options. When choosing a trustee, think of MassMutual Trust and the team of experienced professionals who can help.

MassMutual Trust strives to meet your short- and long-term financial objectives – with or without a trust. In addition to helping you find a trust that meets your objectives, MassMutual Trust offers customized investment management accounts and services. We can help manage your non-qualified assets and can also consolidate multiple qualified retirement accounts into one investment management account or IRA Trust. Perhaps you have multiple IRA or 401(k) plan balances that you might want to consolidate for ease of money management and the benefits of MassMutual Trust’s services.

As you age, you may spend time thinking about how to be financially comfortable during retirement while taking care of the people, possessions and places you care about most. MassMutual Trust can help you set up a trust so that your wishes are carried out, and create a personalized wealth management strategy to help achieve your retirement goals.
What matters most to you?

Are you overwhelmed by the day-to-day details of taking care of a relative’s trust? Being a trustee for a family member can be stressful. You may be expected to manage the investments, legalities, tax reporting and additional paperwork that is involved. It can also put a strain on family relationships if other family members don’t agree with your decisions.

Or maybe you have a dozen different investment accounts, and no one is looking at the big picture to make sure your assets are properly diversified to create a portfolio designed specifically for you. In addition, you’re receiving multiple statements and paying multiple service fees from various money managers.

As you approach retirement, are you becoming more worried about your nest egg? Will it allow you to do all the things you want to do? You may also want to leave a legacy when you’re gone. Imagine being able to provide funds to pay for a grandchild’s future wedding or first home.

MassMutual Trust is here to help.

Your life and your financial needs are unique to you. It may seem overwhelming to think about coordinating all your investments and estate planning needs. There are steps you can take to help make sure you maintain control over your immediate and long-term financial objectives, while taking care of the people, possessions and places you care about most. MassMutual Trust is here to help you build a bridge to the future.

We provide personalized trust and fiduciary services. That means we can give you trust and investment advice customized to your situation. Our fiduciary obligations require us to provide services and manage assets prudently in the best interest of our clients and their beneficiaries, while adhering to highly regulated guidelines. If you’re struggling with managing a trust, we can act as a professional trustee or agent for trustee and help relieve some of that burden.

We can help you consolidate your investment management accounts into one diversified portfolio aligned with your wealth management objectives.

If you’re thinking about starting a trust, we can help you choose the type of trust that best fits your wealth management goals. Trusts can help you address your most important concerns – now and in the future.

In addition, we can help you see the big picture and give you options for your overall estate plan and wealth management goals. You can enjoy your retirement years and leave a legacy for your children and grandchildren.
Where do you start?

Estate planning

Estate planning is about creating a comprehensive financial plan that encompasses all your assets and helps you identify and achieve your financial goals. A good estate plan maps out what you want for yourself and for the people and places that matter most.

You may be thinking about how you can take care of your family and leave a legacy for your children or grandchildren. You may also have plans for how you want your estate to be divided among your heirs, and how you want that money to be used.

Building your estate

It may be beneficial to have an experienced investment advisor manage and oversee your entire financial portfolio. For instance, MassMutual Trust can help you develop a complete wealth management plan to help preserve your assets, manage risk and grow your estate over time.

Common goals of estate and financial planning:

- Building your nest egg for a comfortable retirement
- Preserving wealth to pass on to future generations
- Controlling the distribution of your estate
- Managing your financial and legal concerns if you are disabled
- Helping reduce the estate tax burden for your family
- Minimizing delays in the settlement of your estate
- Supporting your favorite charity
- Expressing your wishes for medical care
- Protecting your assets from the high costs of long term care
Benefits of working with experts
Why should you work with the experts?

You most likely have established, trusted relationships with financial professionals and advisors. We understand that these financial professionals must work together as a team that oversees your estate plan and wealth management strategies. MassMutual Trust becomes part of your team of trusted advisors.

We have an expert team of trust officers and investment managers waiting to serve you. Our goal is to help you achieve your goals. We will work with you, your financial advisor, certified public accountant and estate planning attorney – your team of trusted financial advisors – to help you meet your short- and long-term objectives.

MassMutual Trust Officers have many years of experience and our Chief Investment Officer has over 28 years of investment management industry experience. This depth of experience, coupled with a commitment to investment excellence and the highest level of client service, makes doing business with us a good decision.

As our client, you will have a dedicated Trust Officer who is in regular contact with you. We welcome interaction with our clients and are available to provide insights and answer questions.

MassMutual Trust is a wholly owned subsidiary of Massachusetts Mutual Life Insurance Company (MassMutual), which since 1851 has maintained a focus on managing its business with the long-term interests of its customers in mind. A mutually owned company, MassMutual is built on more than a century and a half of financial strength and customer service. Its financial ratings continue to be among the highest in the industry.*

*as of 6/1/2013
Trust Basics  
Choosing a trust that’s right for you.  

What is a trust?  
A Trust Agreement is a legal financial document that is set up to explain how you want your assets held while you are alive and how you want assets distributed to your beneficiaries after you die. To create a Trust you need three parties.

1 | The Trustor or Grantor  
2 | The Trustee  
3 | The Beneficiary  

The Trustor or Grantor determines the provisions of the written Trust Agreement. Typically, you would meet with a legal advisor to determine the terms of the trust. MassMutual Trust works closely with you and your advisors to provide guidance to ensure the trust is properly structured. You can personalize the trust to your needs.

The Trustee has the responsibility of following the Trustor’s or Grantor’s wishes as expressed in the Trust Agreement. The Trustee must balance the interests of the current beneficiaries with those of future beneficiaries. A professional trustee, such as MassMutual Trust, can be selected to act as sole trustee or co-trustee with a family member.

The Beneficiary or beneficiaries are the recipients of the benefits of the trust. The beneficiary can be an individual, a group of individuals or an entity such as a church, charity or college.

Benefits of trusts  
Control how your assets are distributed  
With a trust, you have a plan in place should you become incapacitated or unable to manage your estate. If you have young children, you may want a trustee in charge until the children reach a certain age.

Transfer wealth and minimize estate taxes  
A trust may help you meet your estate planning goals. Trusts can help you transfer your wealth, keep part of your estate out of probate and minimize estate taxes.

When you place a portion of your assets in certain types of trusts, the assets plus any future appreciation may be removed from your gross estate and may not be taxed as part of your estate.

Bypass probate and more efficiently pass assets to heirs  
By putting assets into a trust during your lifetime, you can keep those funds out of the court-supervised legal process (probate) whereby a court oversees the distribution of your assets and settles your estate.

The importance of choosing a trustee  
It’s critical that a trustee act in the best interest of your beneficiaries. It may be tempting to choose a friend or family member as your trustee. However, being a trustee can put this person in a difficult position with a high level of responsibility. It can also put a strain on family relationships, instead of letting family be family. You have other options for choosing trustees. You can rely on an established and experienced trust company. MassMutual Trust can serve as a professional trustee or help you as an agent for trustee.

Benefits of selecting a professional trustee  
- Oversight in its fiduciary services  
- Prudent management of assets  
- Investment planning  
- Day-to-day administration and recordkeeping  
- Tax services and legal expertise  
- Managing family/beneficiary dynamics
Finding the trust that meets your goals

Selecting a trust is unique to each person’s circumstances. And there are different types of trusts to meet a variety of goals. Trusts are flexible and are designed to address the Grantor’s personal wishes. They are for people who want to maintain control over how their estate is managed, preserved and distributed; those who want access to professional investment management advice and services and those who seek specific expertise.

<table>
<thead>
<tr>
<th>Your goals</th>
<th>Type of Trust</th>
<th>Benefits</th>
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<tbody>
<tr>
<td>Making financial plans to provide care Having a plan in place should you</td>
<td>Revocable Living Trust</td>
<td>• Explain your wishes for children when you are no longer in the picture&lt;br&gt;• Manage unforeseen circumstances such as disability&lt;br&gt;• Can change or revoke trust while alive&lt;br&gt;• Control trust while alive&lt;br&gt;• Trust assets pass directly to beneficiaries without going through probate&lt;br&gt;• Help eliminate challenges to estate</td>
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<tr>
<td>become incapacitated</td>
<td></td>
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<tr>
<td>Passing on more of your assets to family Leaving a legacy for your family</td>
<td>Irrevocable Life Insurance Trust</td>
<td>• Pass on life insurance benefits to family and avoid probate&lt;br&gt;• Protect life insurance proceeds from estate taxes</td>
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<tr>
<td>Giving to a favorite charity</td>
<td>Charitable Remainder Trust</td>
<td>• Support your favorite charity&lt;br&gt;• Receive a tax deduction&lt;br&gt;• Enjoy income stream while avoiding capital gains tax</td>
</tr>
<tr>
<td>Providing care for a loved one with special needs</td>
<td>Special Needs Trust</td>
<td>• Have peace of mind — knowing loved one will be taken care of&lt;br&gt;• Provide for additional needs – beyond government assistance&lt;br&gt;• Continue to receive government benefits</td>
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Integrated & comprehensive trust services
A comprehensive suite of personal trust and wealth management services

Estate planning
- Full range of trust and fiduciary services
- Review of estate planning documents
- Gain an understanding of family wealth objectives
- Fluent with wealth transfer techniques

Investment management
- Develop a two-pronged, customized investment approach for trust and non-trust clients
- Provide strategic and tactical asset allocation
- Deliver competitive investment performance
- Incorporate conservative, disciplined investment process
- Prudent diversification
- Leverage resources and strengths of sub-advisors

Trust services
- Personal, “concierge” service with a dedicated Trust Officer
- Coordinate with other professional advisors
- Interpret and carry out intentions of trust creator
- Balance the needs of the beneficiaries
- Provide periodic account performance review
The MassMutual Trust team has decades of experience offering a complete range of trust and fiduciary services that can be customized to your specific situation.

**Tax services**
- Tax preparation services for trusts
- Interface with other professional advisors on tax-related issues
- Timely, easy-to-read, comprehensive year-end tax information
- Ongoing monitoring to identify tax reporting issues

**Account management and distribution**
- Fund distribution and bill payment service
- Collect, distribute, and manage assets
- Ongoing monitoring of accounts
- Timely direct deposits and wires into local bank accounts
- Secure online account access
- Consolidated reporting
- Quarterly transaction and performance reports
If you’re like many Americans, you probably have a certain vision for your retirement. As you plan for the future, consider generating your income for your remaining years and providing a legacy for future generations.

MassMutual Trust can design and execute your personalized wealth management strategy with or without a trust. You can incorporate a trust into your estate plans, or simply establish an Investment Management Account to manage and build your wealth.

**Personalized, high-touch service**

**Investment Questionnaire**
Our investment approach begins with an understanding of your individual investment objectives, risk tolerance, time horizon, tax sensitivity, income needs and liquidity.

**Asset Allocation**
We implement a strategic asset allocation through diversification among asset classes with long-term and time tested investment strategies.

**Investment Policy Statement**
Our Chief Investment Officer develops and documents an investment strategy specific to your needs.

**Monitor and Adjust**
Allocations are monitored on an ongoing basis. As your needs and market conditions change, specific investments can be adjusted periodically to help manage risk.

**Investment philosophy**
We take a two-pronged approach to investment management:

- **A custom-designed plan.** Working with you and your advisors, we create an investment strategy that is uniquely yours, documented in a detailed, written Investment Policy Statement. We regularly revisit this statement with you to ensure that we remain aligned with your wealth management objectives.

- **Nimble risk management.** We will monitor and adjust your portfolio as market conditions change in the economy or the financial markets. Your portfolio is monitored and reviewed on an ongoing basis, and adjustments and rebalances are made whenever necessary.
Rollover retirement accounts
In addition to managing non-qualified assets, MassMutual Trust can consolidate multiple IRA and 401(k) plan balances into one investment management account.

When you roll over your own qualified retirement plan, or inherit an IRA or an employee-sponsored retirement plan from someone other than your spouse, you can roll over the account into an IRA Trust.

An IRA Trust can provide for greater estate planning options and helps minimize tax obligations.

Exclusivity at accessible levels
The breadth of services provided by MassMutual Trust are competitive with services offered by other institutions. However, our minimum account sizes are much lower than others in our industry. These lower minimums demonstrate our belief that a broad range of clients could benefit from our customized, hands-on approach.

Highly personalized service
As a MassMutual Trust client, you will receive highly personalized attention whether you have a trust, investment management account or both.

Perhaps you’ve recently sold a business, inherited money or received insurance proceeds or money from a legal settlement and you need help investing your money. Our disciplined investment approach is based on a philosophy of managing risk. We are conservative and prudent by nature. Our investment strategies are designed for success over the long term and in all types of market conditions.

MassMutual can help you:
- Manage and grow your assets
- Reduce your taxes
- Maintain liquidity
- Plan for future estate needs

Services for all investment management:
- Dedicated Trust Officer and Investment Officer
- Calculation of required minimum distributions
- IRA account distributions to bank account
- Tax reporting
- Online account access through MassMutual Trust’s secure website

At MassMutual Trust, we will work with you to create an investment and wealth management strategy that will build and grow your assets, while managing your investment risk.
Account services
Taking care of the details for you

Account management and distribution services:
- Fund distribution and bill payment service
- Collecting, distributing and managing assets
- Ongoing monitoring of accounts
- Secure online account access
- Consolidated reporting

Day-to-day account management and distribution
MassMutual Trust can also help you with the day-to-day management of your accounts, including fund distribution and bill payment service.

With bill payment service, MassMutual Trust can pay bills directly out of your account for you. For instance, if you wish to travel extensively, this service helps take away the stress and time commitment that come with managing monthly bills. In addition, if you set up this service now, should you become incapacitated in the future, your bills will still be paid.

Settling your estate
If you choose MassMutual Trust as the Executor or Personal Representative of your estate, we can help you with your estate settlement and provide probate services. MassMutual Trust will collect, distribute and manage estate assets according to the terms of your Will and/or Trust in an efficient and timely manner. In addition, we can oversee probate, as well as estate and fiduciary tax returns as needed.

We can also serve as Agent for Executor or Agent for Personal Representative, acting on behalf of your estate’s Executor.
Let’s talk

Now may be the right time to think about what’s important to you. You may want to leave a legacy for your family. You may be overwhelmed trying to manage multiple investment accounts. You may be concerned about how your assets would be handled if you became incapacitated. Or you may want to give back to an organization that is important to you.

Having a better understanding of your options can help you get to where you want to be. MassMutual Trust can help you gather the information you need to make an informed decision. Please feel free to start a discussion with us today.

To learn more about our personalized trust and wealth management services, please contact your financial advisor or call MassMutual Trust at 1-888-894-5354.
Glossary of common trust and investment terms

Following are definitions of terms that may help you better understand the trust and investment services available to you.

**Agency Account** – An account in which a person or entity acts for another but without acquiring title to assets.

**Agent for Trustee** – An arrangement that provides valuable and efficient trust management while the Trustee retains access to all account detail and operations.

**Beneficiary** – A person or other legal entity that receives money or other benefits from a trust.

**Estate plan** – An arrangement for the management and disposition of a person’s property during lifetime and at death. This can be accomplished by a will, trusts, gifts made during life or a combination of these approaches.

**Estate tax** – A tax imposed on the right to transfer property by inheritance and assessed on the net value of a decedent’s estate before distribution.

**Fiduciary services** – Services provided by an individual or a corporation acting in a trust capacity. Services include: acting in the best interest of our clients and their beneficiaries, administering the trust in accordance with its terms and state law, preserving and protecting property, tax reporting and managing assets prudently.

**Probate** – The legal process of administering the estate of a deceased person by resolving all claims and distributing the deceased person’s property under a valid will.

**Professional trustee** – A person or institution hired to administer a personal trust.

**Rollover IRA** – An IRA that holds money transferred from another qualified plan.

**Trust agreement** – A relationship in which one person or entity holds title to assets, subject to an obligation to keep or use the assets for the benefit of another.

**Trustee** – A person or institution responsible for following the Trustor’s or Grantor’s wishes as expressed in the Trust Agreement.

**Trustor or Grantor** – The creator of a trust who normally places the original assets into the trust.
The MassMutual Trust Company, chartered by the Office of the Comptroller of the Currency, provides discretionary and nondiscretionary trust and fiduciary services in all states. The Trust Company does not engage in banking activity (take deposits, make loans, give mortgages, etc.) and does not sell products. Our business activity is limited to providing trust and fiduciary services. The MassMutual Trust Company is a wholly owned subsidiary of Massachusetts Mutual Life Insurance Company.

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