

Transition Rules: Apex VUL (April 2024)

In April 2024, a new version of Apex VUL will be launched, with most states being issued out of C.M. Life Insurance Company (see below). As a variable insurance product, sales of Apex VUL are subject to SEC and FINRA requirements, including suitability and prospectus delivery requirements. The new version will be treated as a new Product for purposes of these Transition Rules.

- Illustrations for the new products will become available on April 1, 2024.
- The first day to submit applications for the new product is April 20, 2024. All applications must be submitted through EZ-App. Wet-signed paper applications will continue to be accepted and must be uploaded to EZ-App.
- Normal backdating rules to “save age” apply.

Important information for existing/old version of Apex VUL

- **Issue Deadline of April 19, 2024: All existing/old Apex VUL policies have an issue deadline of April 19, 2024. If not issued by this deadline, a new application for the new version of Apex VUL must be submitted.**
- While there is no strict application submission deadline, applications must be received in good order by the home office with enough time to complete underwriting and issue the policy by April 19, 2024. We strongly recommend submitting applications as soon as possible to have the best chance of meeting the issue deadline and avoiding a new submission.

Issuing Companies

- In all states/jurisdictions other than California and New York, the new version of Apex VUL will be issued out of C.M. Life.
 - For wet-signed paper applications, C.M. Life must be selected as the issuing company on the Part 1 application (A2000).
 - C.M. Life will automatically be populated in EZ-App based on the state/jurisdiction selected.
 - Concurrent applications for whole life, universal life, term, or disability income insurance policies – whether wet-signed paper applications or through EZ-App – cannot use the same application. Any concurrent/alternate/additional product must be submitted separately on a different application with Massachusetts Mutual Life Insurance Company as the issuing company.
- In California and New York, the new version of Apex VUL will be issued out of Massachusetts Mutual Life Insurance Company.
 - For wet-signed paper applications, concurrent applications for whole life, universal life, term, or disability income insurance policies may be submitted.
 - For applications submitted through EZ-App, concurrent applications for whole life, universal life, term, or disability income insurance policies must be submitted separately.

Plan Changes for Policies Pending Issue

- Plan changes for policies pending issue that were originally submitted as the existing/old Apex VUL product **will not be allowed**. A new signed Part 1 application, new signed suitability forms for MMLIS registered reps, new signed illustration, and a new submission will be required for the new version of Apex VUL.

Plan Changes for Issued Policies

- 90-day reissues to switch from the existing/old version of Apex VUL to the new version of Apex VUL **will not be allowed**. A new signed Part 1 application, new signed suitability forms for MMLIS registered reps, new signed illustration, and a new submission will be required.