

Financial Planning Services Elements of Complexity

Complexity Factors

| Personal Items | Low | Medium | High |
|----------------|---------------------------------------|---|--|
| Marital Status | <input type="radio"/> Single, Married | <input type="radio"/> Widowed | <input type="radio"/> Domestic Partner, 2nd Marriage |
| Dependents | <input type="radio"/> None, Children | <input type="radio"/> Step Children, Adopted Children or Other Dependents | <input type="radio"/> Dependent with Special Needs |
| Citizenship | <input type="radio"/> US Citizen | <input type="radio"/> N/A | <input type="radio"/> Resident Alien |

| Planning Goals/Factors | Low | Medium | High |
|------------------------|--|--|---|
| Financial Position | <input type="radio"/> Basic overview of net worth and current year cash flow | <input type="radio"/> More in depth review of net worth and cash flow, and/or funding strategies for cash reserves | <input type="radio"/> Business Balance Sheet and Cash Flow |
| Household Income | <input type="radio"/> Less than \$100,000 | <input type="radio"/> \$100,000 - \$500,000 | <input type="radio"/> \$500,000+ |
| Income Sources | <input type="radio"/> Employment (W-2 wages), Pension, Dividend and Interest | <input type="radio"/> Self-employment, Rental Income, SS Retirement, Disability, Alimony | <input type="radio"/> Estate, Royalties, Trust, Foreign, Taxable Windfall, Inheritance, Business Income/Sale |
| Net Worth | <input type="radio"/> Less than \$2MM | <input type="radio"/> \$2MM - \$10MM | <input type="radio"/> \$10MM+ |
| Assets (Ownership) | <input type="radio"/> Directly Owned (e.g., individually, JWROS) | <input type="radio"/> Tenants in Common or By the Entirety, Community Property, Custodial, UGMA/UTMA | <input type="radio"/> Indirectly Owned (e.g., Trusts, Partnerships, Corporate, etc.) |
| Assets (Type) | <input type="radio"/> Bank/Cash Accts, Mutual Funds | <input type="radio"/> Individual Securities, Investment Accts with many holdings | <input type="radio"/> LP, REIT, LLC, FLP, Closely Held Business, Investment Real Estate |
| Liabilities | <input type="radio"/> Mortgage, Auto, Credit Card Debt, Student Loans (Low Balances/Number of Loans) | <input type="radio"/> Refinance, Lease or Purchase analysis, Margin Acct, High Amount /Number of Student Loans, excess amounts of Credit Card debt combined with other types of debt | <input type="radio"/> Bankruptcy, Tax Liens, Foreclosure |
| Protection Planning | <input type="radio"/> Little to No Protection in Place, minimal planning needed | <input type="radio"/> Multiple Policies and Types of Coverage – Analysis of Gaps and Adequacy of Coverage | <input type="radio"/> Analysis of Complex Protection Needs, Multiple Scenarios, etc. |
| Estate Planning | <input type="radio"/> Ensure basic documents are in place (will, DPOA, living will and HCP) | <input type="radio"/> Review of Gaps/Adequacy of Assets, Ownership, Beneficiary Designations | <input type="radio"/> Review of Gaps/Adequacy of Assets, Ownership, Beneficiaries & Existing Documents, planning to reduce/minimize estate taxes, charitable planning, special needs planning |

| Planning Goals/Factors (continued) | Low | Medium | High |
|--|---|---|---|
| Retirement Planning | <input type="radio"/> Saving for Retirement | <input type="radio"/> Retirement Distribution Planning, i.e., “Creating a Paycheck in Retirement”, employee benefits planning | <input type="radio"/> Transitioning to Retirement or other factors that increase complexity |
| Education Planning | <input type="radio"/> 1 Child/Goal, or 12+ Years to Achieve Goal(s) | <input type="radio"/> 2 Children, or 5 to 12 Years to Achieve Goal(s) | <input type="radio"/> More than 2 Children, and/or Less than 5 Years to Goal(s) |
| Additional Goals (Financial Position Planning, Estate Planning, Investment Planning, Income Tax Planning) | <input type="radio"/> 1 to 2 Goals | <input type="radio"/> 3 to 4 Goals | <input type="radio"/> More than 4 Goals |
| Business Owner | <input type="radio"/> Sole Proprietorship | <input type="radio"/> Single ownership or co-clients (married couple) jointly own LLC or Corporation | <input type="radio"/> Multiple owners and/or multiple business entities and succession planning needs |
| Dependent with Special Needs | <input type="radio"/> Trust already established and funded | <input type="radio"/> No planning or funding in place | <input type="radio"/> More than one child/dependent with special needs; has some planning in place but needs review of documents, funding, etc. |

| Service Needs | Low | Medium | High |
|---|---|--|---|
| Number of Prescheduled Interactions Per Year | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Financial Professionals Involved (CPAs, Attorneys, Bankers, etc.) | <input type="radio"/> N/A | <input type="radio"/> Irregular contact with other professionals may be required | <input type="radio"/> Coordination with one or more professionals will be required annually |
| Family Members Involved | <input type="radio"/> N/A | <input type="radio"/> N/A | <input type="radio"/> 1 or more family members (i.e., children or extended family) are involved in the planning process |
| Asset Location | <input type="radio"/> Client only has accounts and insurance through employer | <input type="radio"/> Client has a minimal number of accounts and/or insurance with another adviser(s) | <input type="radio"/> Client has multiple accounts and/or insurance with other advisers, numerous accts/assets |
| Client Contact Frequency | <input type="radio"/> None/Minimal | <input type="radio"/> Requires frequent contact and touchpoints throughout year | <input type="radio"/> Requires contact on at least a monthly basis |

| Summary | Low | Medium | High |
|------------------------|-----------------------|-----------------------|-----------------------|
| Personal | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Planning Goals/Factors | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Service Needs | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

Additional Considerations or Complexity Factors not accounted for above:

Proposed Fee for Financial Planning Services: \$ _____

| | Low | Medium | High |
|------------|----------|----------|----------|
| Fee Ranges | \$ _____ | \$ _____ | \$ _____ |

Please refer to the Financial Planning Services Form ADV Brochure for additional information regarding fees.

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