



**MassMutual**  
FINANCIAL GROUP  
THE BLUE CHIP COMPANIES™

August 28, 2008

The Honorable Kevin M. McCarty  
Commissioner of Insurance  
Office of Insurance Regulation  
200 East Gaines Street  
Tallahassee, FL 32399-0305

Dear Commissioner McCarty:

The MassMutual Financial Group is the name for Massachusetts Mutual Life Insurance Company (MassMutual) and its subsidiaries, which include OppenheimerFunds, Inc. and Babson Capital Management LLC. We are a Fortune 100 company with close to \$500 billion of assets under management, and one of the nation's largest and oldest life insurance companies. For many years, we have done business in Florida, which is one of our most significant markets. Enclosed is additional information about our presence in Florida.

I am writing to ask for your support for efforts to update Florida law to prevent a new, abusive arrangement called Stranger Originated Life Insurance ("STOLI") that has become prevalent in the past few years.

STOLI is a transaction in which unrelated investors (or strangers) without an insurable interest *initiate* the purchase of life insurance on a senior citizen. The life insurance purchases are typically financed by investors and are always initiated with the expectation and purpose that the majority of the death benefits provided by the insurance policies will ultimately be transferred into a secondary, investor market. In some cases, the insured senior citizen receives cash, free insurance or other compensation for agreeing to participate in the STOLI transaction. In essence, STOLI constitutes wagering on human life.

We strongly oppose the "manufacturing" of policies for the investor market. STOLI transactions violate the spirit, if not the letter, of time-honored insurable interest laws mandating that a person purchasing insurance on the life of another have an interest in the insured's continuing life. The public policy underlying the insurable interest requirements is to preclude wagering on human life through life insurance. Unfortunately, STOLI transactions are cleverly designed to circumvent the insurable interest requirements by doing indirectly that which cannot be done directly. These transactions are also specifically designed to avoid detection by life insurers.

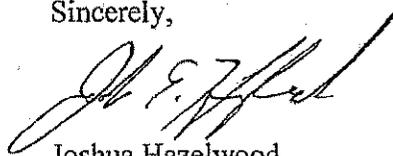
The Honorable Kevin M. McCarty  
August 28, 2008  
Page 2

In addition, there are many dangers to senior citizens which are inherent in STOLI arrangements. First, as noted in a recent Fitch Ratings special report, STOLI transactions may impact the marketplace by increasing the price of life insurance for senior citizens. Second, the sale of a life insurance policy is a taxable transaction, a fact which senior citizens may not be aware or understand. Third, in order to avoid over-insurance problems, there are limits on the amount of life insurance a person can take out on his or her life. Seniors may not be aware that by participating in these types of arrangements they may exhaust their life insurance purchasing capability to the detriment of their families.

It should also be pointed out that there could be negative impact on the federal tax treatment of life insurance if STOLI transactions are allowed to continue. Congress wishes to encourage the public policy of people providing for loved ones upon their death. As such, life insurance death proceeds are generally not taxable. The use of life insurance as a pure investment vehicle through abusive STOLI transactions could cause a change in the current tax treatment to the detriment of all consumers.

I would urge you to take action on this important legislation to protect the consumers of Florida and stop the wagering on human life.

Sincerely,



Joshua Hazelwood  
Vice President

Enclosures

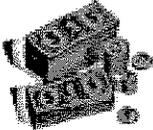
In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



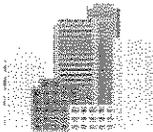
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



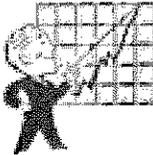
\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



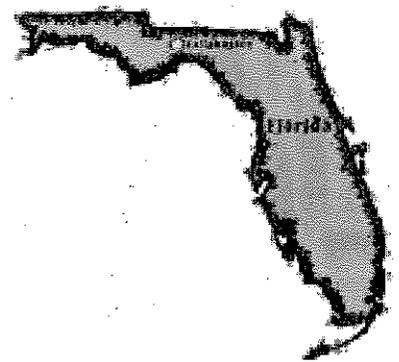
Participant in Life Bridge



General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne



**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium

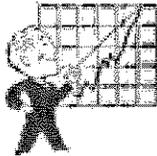


\$83.8 million in pension assets under management in the state

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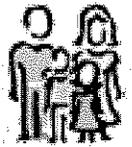
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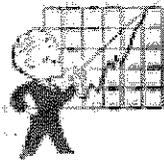
Participant in Life Bridge

General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne

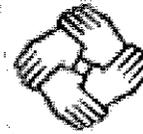
**In Florida's - 1<sup>st</sup> Congressional District, MassMutual has or provides:**



\$165.7 million of individual life insurance in the district



OppenheimerFunds had:  
\$40.8 million in sales for the year



OppenheimerFunds has:  
5,006 fund accounts owned by residents with assets totaling \$85.5 million



**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**

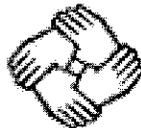
Jacksonville  
Tampa  
Ft. Lauderdale

**Regional Offices in:**

Ocala  
Melbourne



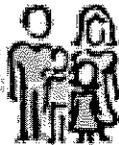
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

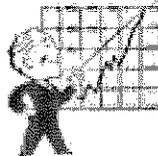


Participant in Life Bridge.

**In Florida's - 2<sup>nd</sup> Congressional District, MassMutual has or provides:**



\$205.6 million of individual life insurance in the district



OppenheimerFunds had:  
\$49.8 million in sales for the year



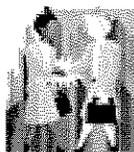
OppenheimerFunds has:  
7,468 fund accounts owned by residents with assets totaling \$101.1 million



**You can't predict. You can prepare.\***



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



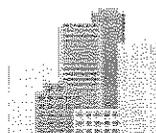
\$13.7 billion of individual life insurance in the state



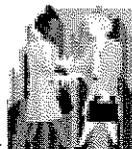
Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



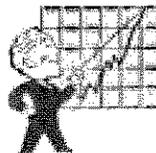
in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

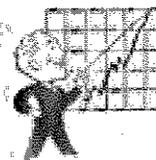
**In Florida's 3<sup>rd</sup> Congressional District, MassMutual has or provides:**



5 MassMutual agents living in the district



\$176.1 million of individual life insurance in the district



OppenheimerFunds had:  
\$322.9 million in sales for the year



OppenheimerFunds has:  
30,491 fund accounts owned by residents with assets totaling \$604.0 million



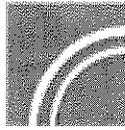
**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
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\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

General Agencies Operated in:

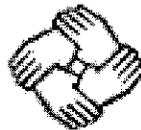
Jacksonville  
Tampa  
Ft Lauderdale

Regional Offices in:

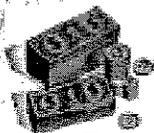
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

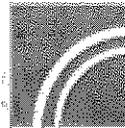


Participant in Life Bridge

**In Florida's - 4<sup>th</sup> Congressional District, MassMutual has or provides:**



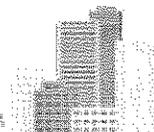
15 MassMutual agents living in the district



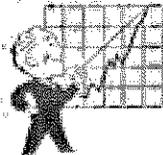
\$415.9 million of individual life insurance in the district

General Agencies Operated in:

Jacksonville



in mortgages:  
\$92.0 thousand commercial



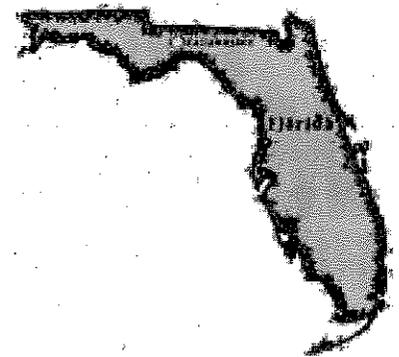
OppenheimerFunds had:  
\$332.2 million in sales for the year



OppenheimerFunds has:  
7,829 fund accounts owned by residents with assets totaling \$83.2 million



**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



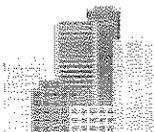
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



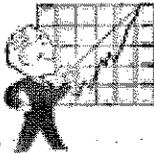
in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



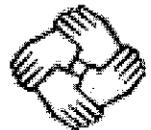
OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

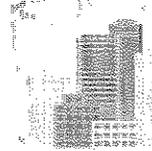
**In Florida's - 5<sup>th</sup> Congressional District, MassMutual has or provides:**



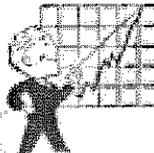
7 MassMutual agents living in the district



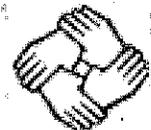
\$293.0 million of individual life insurance in the district



in mortgages:  
\$63.0 thousand commercial



OppenheimerFunds had:  
\$68.7 million in sales for the year



OppenheimerFunds has:  
12,519 fund accounts owned by residents with assets totaling \$184.9 million



EXVLSI  
INSURE  
RETIRE

**You can't predict. You can prepare.™**

In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



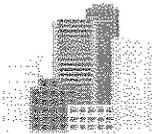
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives

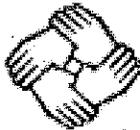
97 firms (broker dealers)

General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale

Regional Offices in:  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge



INVEST  
INSURE  
SECURE

**You can't predict. You can prepare.®**

# Presence In: Florida's - 6<sup>th</sup> Congressional District

In Florida's - 6<sup>th</sup> Congressional District, MassMutual has or provides:



4 MassMutual agents  
living in the district



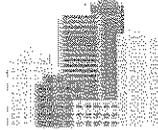
\$231.4 million  
of individual life  
insurance in the district

Regional Offices in:

Ocala



Taxes Paid Last Year:  
\$450.9 thousand real estate  
\$3.0 premium



MassMutual also owns  
\$19.8 million in investment  
real estate



OppenheimerFunds had:  
\$27.4 million in sales for the  
year



OppenheimerFunds has:  
8,987 fund accounts owned by  
residents with assets totaling  
\$81.9 million



In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



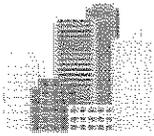
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
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\$147.7 million residential  
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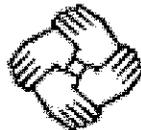
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97 firms (broker dealers)

General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
Regional Offices in:  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
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26 employees living in the state earning a cumulative payroll of \$4.6 million

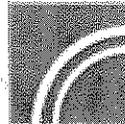


Participant in Life Bridge

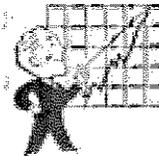
In Florida's - 7<sup>th</sup> Congressional District, MassMutual has or provides:



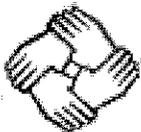
4 MassMutual agents living in the district



\$478.5 million of individual life insurance in the district



OppenheimerFunds had:  
\$85.0 million in sales for the year



OppenheimerFunds has:  
14,491 fund accounts owned by residents with assets totaling \$221.4 million



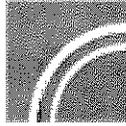
You can't predict. You can prepare.®



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172 MassMutual agents living in the state



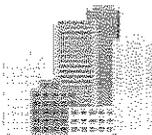
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



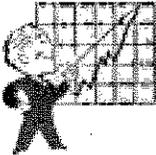
\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns  
\$19.8 million in investment real estate



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97 firms (broker dealers)



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26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne

In Florida's - 8<sup>th</sup> Congressional District, MassMutual has or provides:



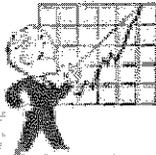
4 MassMutual agents living in the district



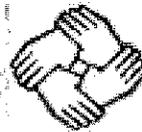
\$434.2 million of individual life insurance in the district



in mortgages:  
\$186.9 thousand commercial  
\*\* (\$160.0 thousand in affordable housing loans)



OppenheimerFunds had:  
\$35.3 million in sales for the year



OppenheimerFunds has:  
4,477 fund accounts owned by residents with assets totaling \$63.5 million



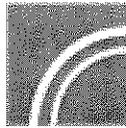
INVEST  
INSURE  
RETIRE

**You can't predict. You can prepare.\***

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172 MassMutual agents living in the state



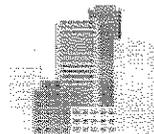
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\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives

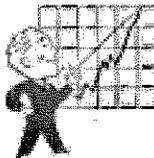
97 firms (broker dealers)

General Agencies Operated in:

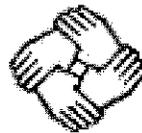
Jacksonville  
Tampa  
Ft Lauderdale

Regional Offices in:

Ocala  
Melbourne



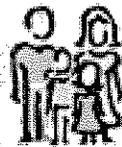
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

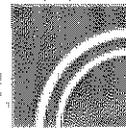


Participant in Life Bridge

**In Florida's - 9<sup>th</sup> Congressional District, MassMutual has or provides:**



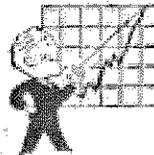
20 MassMutual agents living in the district



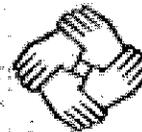
\$807.5 million of individual life insurance in the district



in mortgages:  
\$82.0 thousand commercial



OppenheimerFunds had:  
\$90.2 million in sales for the year



OppenheimerFunds has:  
19,834 fund accounts owned by residents with assets totaling \$245.5 million



**You can't predict. You can prepare.®**

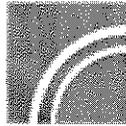
INVEST  
INSURE  
MEET



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



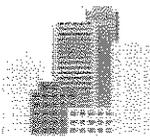
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns  
\$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives

97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

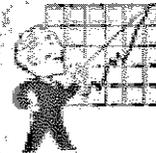
**In Florida's - 10<sup>th</sup> Congressional District, MassMutual has or provides:**



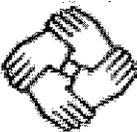
4 MassMutual agents living in the district



\$359.1 million of individual life insurance in the district



OppenheimerFunds had:  
\$72.9 million in sales for the year



OppenheimerFunds has:  
16,806 fund accounts owned by residents with assets totaling \$238.9 million



INVEST  
INSURE  
RETIRE

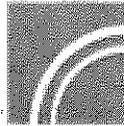
**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



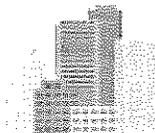
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)



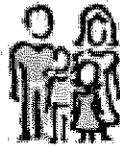
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

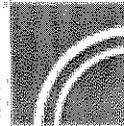
**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne

**In Florida's - 11<sup>th</sup> Congressional District, MassMutual has or provides:**



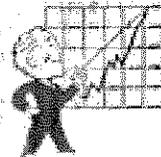
10 MassMutual agents living in the district



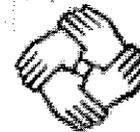
\$519.1 million of individual life insurance in the district



in mortgages:  
\$213.0 thousand commercial



OppenheimerFunds had:  
\$104.9 million in sales for the year



OppenheimerFunds has:  
21,882 fund accounts owned by residents with assets totaling \$321.6 million

**General Agencies Operated in:**  
Tampa



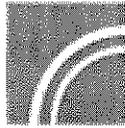
**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



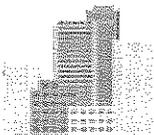
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale  
  
**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

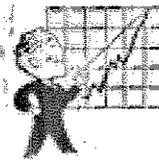
**In Florida's - 12<sup>th</sup> Congressional District, MassMutual has or provides:**



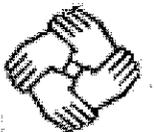
\$292.3 million of individual life insurance in the district



in mortgages:  
\$80.5 thousand commercial  
\*\* (\$80.5 thousand in affordable housing loans)



OppenheimerFunds had:  
\$51.4 million in sales for the year



OppenheimerFunds has:  
7,805 fund accounts owned by residents with assets totaling \$129.7 million



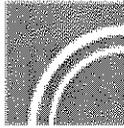
**You can't predict. You can prepare.**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state.



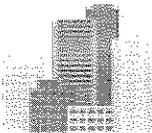
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state

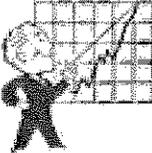


in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate

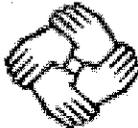


OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

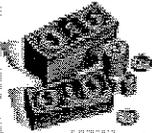
General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

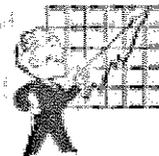
**In Florida's - 13<sup>th</sup> Congressional District, MassMutual has or provides:**



6 MassMutual agents living in the district



\$712.7 million of individual life insurance in the district



OppenheimerFunds had:  
\$98.6 million in sales for the year



OppenheimerFunds has:  
10,848 fund accounts owned by residents with assets totaling \$230.0 million



**You can't predict. You can prepare.®**



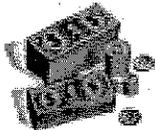
**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate

\$3.0 million premium



\$83.8 million in pension assets under management in the state

in mortgages:

\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)

\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate

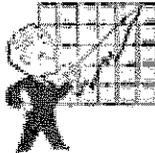


OppenheimerFunds has:  
11,960 registered representatives

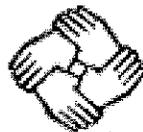
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

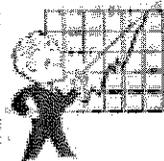


Participant in Life Bridge

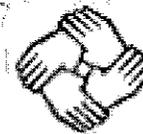
**In Florida's - 14<sup>th</sup> Congressional District, MassMutual has or provides:**



\$700.3 million of individual life insurance in the district



OppenheimerFunds had:  
\$87.4 million in sales for the year

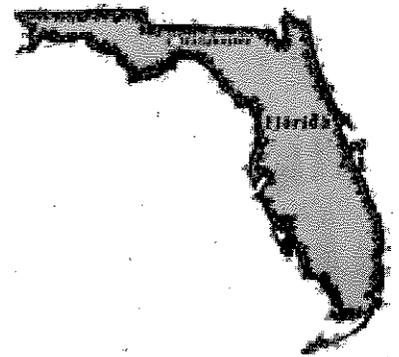


OppenheimerFunds has:  
12,055 fund accounts owned by residents with assets totaling \$183.5 million



**You can't predict. You can prepare.®**

In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state

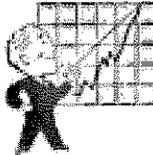


in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns  
\$19.8 million in investment real estate

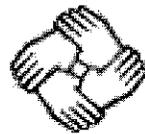


OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

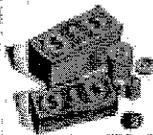
General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

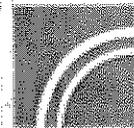


Participant in Life Bridge

In Florida's - 15<sup>th</sup> Congressional District, MassMutual has or provides:

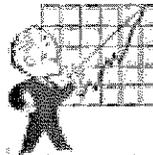


4 MassMutual agents living in the district

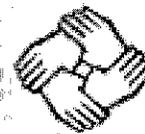


\$259.5 million of individual life insurance in the district

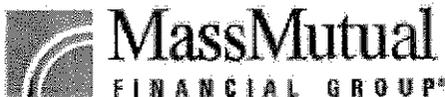
Regional Offices in:  
Melbourne



OppenheimerFunds had:  
\$79.1 million in sales for the year



OppenheimerFunds has:  
10,064 fund accounts owned by residents with assets totaling \$199.6 million



**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



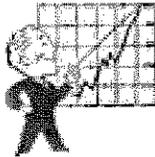
\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns  
\$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)



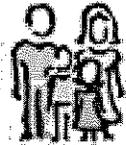
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne

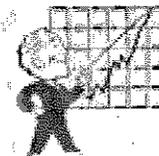
**In Florida's - 16<sup>th</sup> Congressional District, MassMutual has or provides:**



6 MassMutual agents living in the district



\$467.6 million of individual life insurance in the district



OppenheimerFunds had:  
\$123.7 million in sales for the year



OppenheimerFunds has:  
20,326 fund accounts owned by residents with assets totaling \$290.5 million

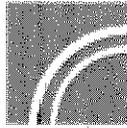


**You can't predict. You can prepare.\***

In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate



\$83.8 million in pension assets under management in the state

\$3.0 million premium

in mortgages:

\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)



OppenheimerFunds has:  
11,960 registered representatives

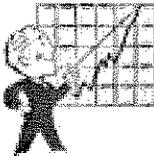
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate

General Agencies Operated in:

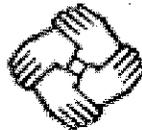
Jacksonville  
Tampa  
Ft Lauderdale

Regional Offices in:

Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

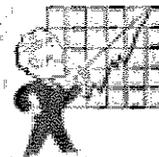
In Florida's - 17<sup>th</sup> Congressional District, MassMutual has or provides:



10 MassMutual agents living in the district



\$214.7 million of individual life insurance in the district



OppenheimerFunds had:  
\$83.0 million in sales for the year



OppenheimerFunds has:  
4,858 fund accounts owned by residents with assets totaling \$109.0 million



**You can't predict. You can prepare.®**

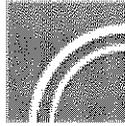
INVEST  
INSURE  
RETIRE



In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



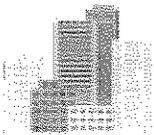
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state

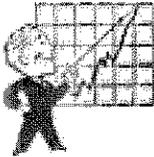


in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns  
\$19.8 million in investment real estate

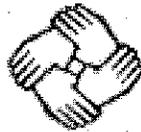


OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

General Agencies Operated in:  
Jacksonville  
Tampa  
Ft Lauderdale  
  
Regional Offices in:  
Ocala  
Melbourne



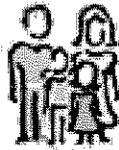
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

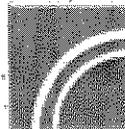


Participant in Life Bridge

In Florida's - 18<sup>th</sup> Congressional District, MassMutual has or provides:



9 MassMutual agents living in the district



\$995.0 million of individual life insurance in the district



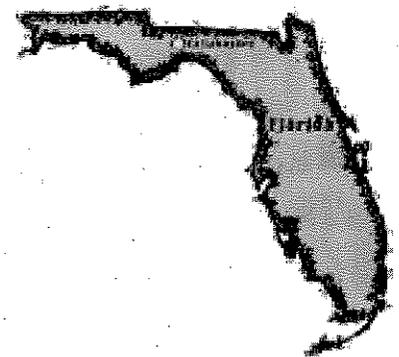
OppenheimerFunds had:  
\$142.4 million in sales for the year



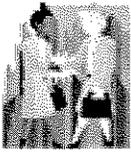
OppenheimerFunds has:  
12,082 fund accounts owned by residents with assets totaling \$237.2 million



**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state

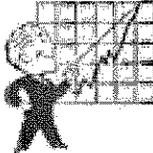


in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale  
  
**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

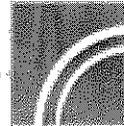


Participant in Life Bridge

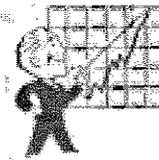
**In Florida's - 19<sup>th</sup> Congressional District, MassMutual has or provides:**



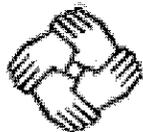
29 MassMutual agents living in the district



\$980.8 million of individual life insurance in the district



OppenheimerFunds had:  
\$262.7 million in sales for the year



OppenheimerFunds has:  
26,733 fund accounts owned by residents with assets totaling \$547.4 million



**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate



\$83.8 million in pension assets under management in the state

\$3.0 million premium

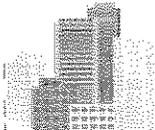
in mortgages:

\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)



OppenheimerFunds has:  
11,960 registered representatives

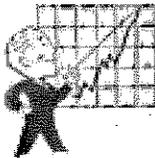
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

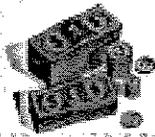
**Regional Offices in:**  
Ocala  
Melbourne



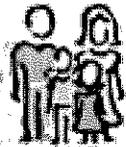
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million

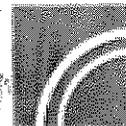


Participant in Life Bridge

**In Florida's - 20<sup>th</sup> Congressional District, MassMutual has or provides:**



20 MassMutual agents living in the district



\$1.8 billion of individual life insurance in the district

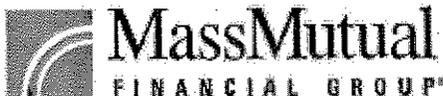
**General Agencies Operated in:**  
Ft Lauderdale



OppenheimerFunds had:  
\$116.1 million in sales for the year



OppenheimerFunds has:  
18,308 fund accounts owned by residents with assets totaling \$273.7 million



**You can't predict. You can prepare.**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



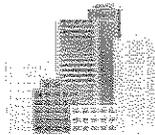
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



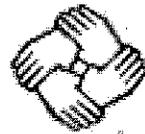
OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion

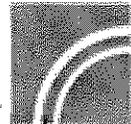


26 employees living in the state earning a cumulative payroll of \$4.6 million

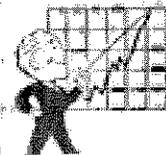


Participant in Life Bridge

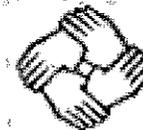
**In Florida's - 21<sup>st</sup> Congressional District, MassMutual has or provides:**



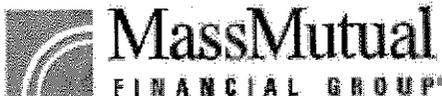
\$479.1 million of individual life insurance in the district



OppenheimerFunds had:  
\$36.8 million in sales for the year



OppenheimerFunds has:  
11,020 fund accounts owned by residents with assets totaling \$169.4 million



**You can't predict. You can prepare.®**

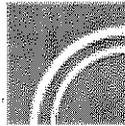
INVEST  
INSUR  
NET.OL



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate



\$83.8 million in pension assets under management in the state

\$3.0 million premium

in mortgages:

\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)



OppenheimerFunds has:  
11,960 registered representatives

\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

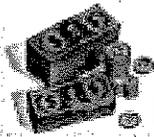
**Regional Offices in:**  
Ocala  
Melbourne



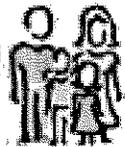
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge.

**In Florida's - 22<sup>nd</sup> Congressional District, MassMutual has or provides:**



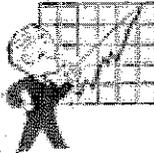
7 MassMutual agents living in the district



\$1.9 billion of individual life insurance in the district



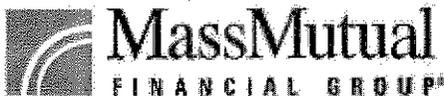
in mortgages:  
\$156.0 thousand commercial



OppenheimerFunds had:  
\$95.8 million in sales for the year



OppenheimerFunds has:  
9,429 fund accounts owned by residents with assets totaling \$228.5 million

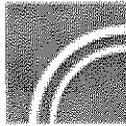


**You can't predict. You can prepare.®**

In Florida, MassMutual has or provides:



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



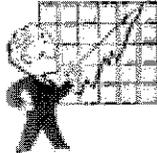
in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



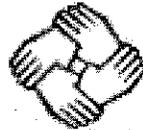
OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

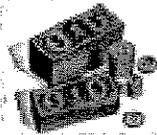
**Regional Offices in:**  
Ocala  
Melbourne



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

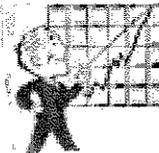
In Florida's - 23<sup>rd</sup> Congressional District, MassMutual has or provides:



\$306.2 million of individual life insurance in the district



in mortgages:  
\$130.0 thousand commercial



OppenheimerFunds had:  
\$5.4 million in sales for the year



OppenheimerFunds has:  
3,233 fund accounts owned by residents with assets totaling \$35.9 million



**You can't predict. You can prepare.\***



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)



OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne

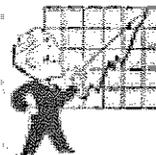
**In Florida's - 24<sup>th</sup> Congressional District, MassMutual has or provides:**



\$282.3 million of individual life insurance in the district



in mortgages:  
\$118.0 thousand commercial  
\*\* (\$63.0 thousand in affordable housing loans)



OppenheimerFunds had:  
\$19.3 million in sales for the year



OppenheimerFunds has:  
2,782 fund accounts owned by residents with assets totaling \$48.2 million



INVEST  
INSURE  
RETIRE

**You can't predict. You can prepare.®**



**In Florida, MassMutual has or provides:**



172 MassMutual agents living in the state



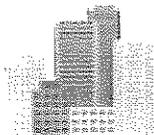
\$13.7 billion of individual life insurance in the state



Taxes Last Year:  
\$450.9 thousand real estate  
\$3.0 million premium



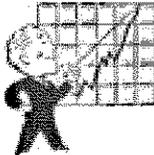
\$83.8 million in pension assets under management in the state



in mortgages:  
\$1.1 million commercial  
\*\* (\$303.5 thousand in affordable housing loans)  
\$147.7 million residential  
MassMutual also owns \$19.8 million in investment real estate



OppenheimerFunds has:  
11,960 registered representatives  
97 firms (broker dealers)



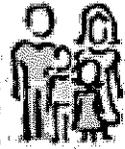
OppenheimerFunds had:  
\$2.4 billion in sales for the year



OppenheimerFunds has:  
299,550 fund accounts owned by residents with assets totaling \$4.9 billion



26 employees living in the state earning a cumulative payroll of \$4.6 million



Participant in Life Bridge

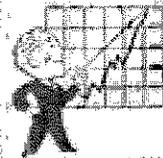
**General Agencies Operated in:**  
Jacksonville  
Tampa  
Ft Lauderdale

**Regional Offices in:**  
Ocala  
Melbourne

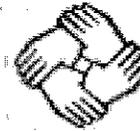
**In Florida's - 25<sup>th</sup> Congressional District, MassMutual has or provides:**



\$232.8 million of individual life insurance in the district



OppenheimerFunds had:  
\$699.2 thousand in sales for the year



OppenheimerFunds has:  
217 fund accounts owned by residents with assets totaling \$1.8 million



**You can't predict. You can prepare.®**