



MML Investors Services

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MML Investors Services Strengthens Presence in High Net Worth Marketplace through Strategic Partnership with Brinker Capital

With Brinker Capital Wealth Advisory on its wealth management platform, MassMutual's registered investment advisor and broker-dealer is poised to make strides in \$100 trillion HNW market

SPRINGFIELD, Mass., and BERWYN, Pa., May 1, 2019 – Bolstering its advisory capabilities for high net worth clients, MML Investors Services, the registered investment advisor and broker-dealer arm of Massachusetts Mutual Life Insurance Company (MassMutual), today announced a partnership with Brinker Capital, a privately-held investment management company, wherein MML Investors Services now offers Brinker Capital Wealth Advisory (Wealth Advisory) on its Wealth Management Services (WMS) platform to address the complex needs of the \$100 trillion high net worth market.

Wealth Advisory offers a tailored investment solution for high net worth and institutional investors with at least \$1 million of investable assets. Featuring a full suite of services and solutions for clients, Wealth Advisory includes access to a dedicated portfolio management team, tax management and transition solutions, robust reporting, and access to third-party partners specializing in alternative investments, banking and lending, ESG solutions, and trust services.

“The true winners of this partnership with Brinker Capital are our clients,” said Bebe Wilkinson, MML Investors Services’ head of Wealth Management Product, adding that, historically, MML Investors Services has met the vast majority of its high net worth clients’ needs through referral manager programs. “Being able to offer the Wealth Advisory solution on the WMS platform enables MML Investors Services to be the broker-of-record, and that provides our clients tremendous peace-of-mind, knowing that they can tap into Brinker Capital’s knowledge and experience in the high net worth space.”

The new partnership enables MML Investors Services' investment advisor representatives to access a high net worth solution directly on the WMS platform. Wealth Advisory on MML Investors Services' WMS provides the investment advisor representatives with the technology, ease of use, and service support to offer a comprehensive and customized solution to meet the complex needs of high net worth clients.

"Brinker Capital has been working with MML Investors Services for over 20 years, and we've been serving high net worth clients for more than 30 years," said Noreen D. Beaman, chief executive officer at Brinker Capital. "We're excited about the evolution of our relationship with MML Investors Services and the addition of Wealth Advisory to the WMS platform as it provides MML Investors Services investment advisor representatives with a better opportunity to use our services more effectively and, ultimately, to deliver better outcomes to their clients."

About MassMutual

MassMutual is a leading mutual life insurance company that is run for the benefit of its members and participating policyowners. MassMutual offers a wide range of financial products and services, including life insurance, disability income insurance, long term care insurance, annuities, retirement plans and other employee benefits. For more information, visit www.massmutual.com.

About MML Investors Services

MML Investors Services is a leading independent broker-dealer and registered investment advisor offering investment and wealth management solutions tailored to help people achieve their individual financial goals. For more information, visit www.massmutual.com/investment/mmlinvestors.

About Brinker Capital

Brinker Capital is a privately-held investment management company with \$22.7 billion in assets under management (as of March 31, 2019). For over 30 years, Brinker Capital's purpose has been to deliver an institutional multi-asset class investment experience to individual clients. Brinker Capital's highly strategic, disciplined approach has provided investors the potential to achieve their long-term goals. With a focus on wealth creation and management, Brinker Capital serves financial advisors and their clients by providing high-quality investment manager due diligence, asset allocation, portfolio construction, and client communication services. Brinker Capital, Inc. is a registered investment advisor.

Learn more at BrinkerCapital.com and twitter.com/BrinkerCapital.

Brinker Capital, Inc. is not an affiliate of MML Investors Services or MassMutual.

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