

This brochure supplement provides information about Daniel Long that supplements the MML Investors Services, LLC brochure. You should have already received a copy of that brochure. Please contact Daniel Long if you did not receive the MML Investors Services, LLC brochure or if you have any questions about the contents of this supplement.

Additional information about Daniel Long is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). (Please note: Certain states do not require investment advisor representatives to register with the state security authorities. For these states, information may not be available on this website.)

## *MML Investors Services*<sup>SM</sup>

1295 State Street  
Springfield, MA 01111-0001  
800-542-6767 Option 1

### Daniel Long

3435 Wilshire Blvd  
Suite 2900  
Los Angeles, CA 90010  
626-755-2143

## Form ADV, Part 2B Brochure Supplement

February 21, 2025

## Item 2. Educational Background and Business Experience

Daniel Long  
b. 1960

### **Education:**

School	Year	Degree
CalPoly Pomona	1983	B.S.

### **Business Background (for preceding five years):**

This individual is a registered representative of MML Investors Services and an insurance agent or broker of Massachusetts Mutual Life Insurance Company.

### **Designations:**

#### **CFP®**

The CERTIFIED FINANCIAL PLANNER™ designation is conferred by the Certified Financial Planner Board of Standards, Inc. Candidates must have a bachelor's degree (or higher) from an accredited college or university and either complete additional coursework addressing all major financial planning topics, or hold one of the following academic degrees, licenses or credentials: CPA, ChFC®, CLU®, CFA®, PhD in business or economics, Doctor of Business Administration, or an attorney's license. Candidates also must have at least three years of full-time personal financial planning experience and successfully complete the CFP® Certification Examination. CFP® professionals are subject to the CFP Board's ethical standards.

#### **CLU®**

The Chartered Life Underwriter® (CLU®) designation is offered by The American College. This is a professional designation for individuals who specialize in life insurance and estate planning. Current applicants must complete five core courses and three elective courses, and successfully pass all eight two-hour, 100- question examinations in order to receive the designation. Candidates must also meet experience requirements and ethics standards, and agree to comply with The American College Code of Ethics and Procedures. Three years of full-time business experience is required. The three-year period must be within the five years preceding the date of the award.

## Item 3. Disciplinary Information

Daniel Long has no disciplinary history to disclose.

## **Item 4. Other Business Activities**

Daniel Long (who may be referred to in this brochure supplement as “IA Representative”) also acts as a registered representative of MML Investors Services in its capacity as a broker-dealer and as an insurance agent or broker of Massachusetts Mutual Life Insurance Company and/or other affiliated or unaffiliated insurance companies.

As a registered representative or insurance agent or broker, IA Representative receives compensation for the sale of securities and insurance products in the form of up-front and/or ongoing commissions, bonuses or other compensation. A portion of this compensation may include distribution or service (“trail”) fees (called “12b-1 fees”) that are paid on the sale of mutual funds. Such securities and/or insurance sales may also qualify the IA Representative to receive various forms of non-cash compensation, including awards, trips and other fringe benefits (such as health and retirement benefits). IA Representative takes the client's needs into account when recommending the purchase of specific securities or insurance products. However, IA Representative's receipt of compensation based on the sale of those securities and insurance products creates a conflict of interest because the receipt of that compensation gives IA Representative an incentive to recommend those securities and insurance products based on the compensation received, rather than exclusively on the client's needs.

Some of the securities or insurance sales engaged in by IA Representative may result from implementing a financial plan or consulting service. In such instances, the IA Representative typically receives separate compensation for: (i) providing the financial plan or consulting service through MML Investors Services; and (ii) selling securities or insurance products as a registered representative of MML Investors Services (in its capacity as a broker-dealer) or as an insurance agent or broker in order to implement the financial plan or consulting service. Accordingly, when providing a financial plan or consulting service, IA Representative has a financial incentive for the client to implement the financial plan or consulting service by purchasing securities and insurance products through IA Representative, since such transactions will result in the IA Representative receiving additional compensation. This conflict of interest is addressed by MML Investors Services through disclosure to the client. In addition, clients are reminded that they may implement a financial plan or consulting service through MML Investors Services or any unaffiliated financial institution of their choice. In its broker-dealer capacity, MML Investors Services reviews the recommendation of a security product by IA Representative to determine that it is suitable for the client. In this respect, to the extent that a security or insurance product is not sold through MML Investors Services, then MML Investors Services will not be involved in reviewing the sale and will not be conducting a suitability review.

If you would like additional information on these other business activities, please contact IA Representative.

## **Item 5. Additional Compensation**

IA Representative receives a portion of the compensation paid to MML Investors Services. MML Investors Services utilizes compensation schedules to calculate the compensation paid. The compensation paid will count towards IA Representative qualifying for awards and trips offered by MML Investors Services, and in certain cases, awards, trips and other fringe benefits (such as health and retirement benefits) offered by Massachusetts Mutual Life Insurance Company. MML Investors Services also has an incentive program where IA Representative will receive an additional percentage of the compensation paid to MML Investors Services if the total assets of his or her clients in certain programs, as detailed in MML Investors Services' brochure, reach certain thresholds.

IA Representative may receive business entertainment from third parties, such as money managers, including occasional meals or occasionally attending sporting events or comparable entertainment as long as the business entertainment is neither so frequent nor so extensive as to raise any question of propriety or undue influence. In addition, third parties may pay expenses associated with IA Representative's travel expenses for educational, due diligence or similar business meetings.

## **Item 6. Supervision**

Advisory services provided by IA Representative are supervised by an MML Investors Services General Agent or an agency supervisory officer. Advisory services may also be reviewed by MML Investors Services home office representatives. MML Investors Services has developed policies and procedures detailing the supervisory obligations of these individuals. Supervisors have access to a variety of documents, tools and/or exception reports, depending on the service provided, to assist in their review and monitoring of advisory activities.

Andrew L. Moore, Van Hess, and Scott Grove, General Agents (or Agency Supervisory Officers), are primarily responsible for supervising the IA Representative's advisory activities and can be contacted at 949-225-9444, 949-660-1717, and 949-225-9303.