

Justin Brown

Lead Advisor
Government Relations



Based in Washington, D.C., Justin Brown represents the interests of MassMutual and its subsidiaries before the legislative and executive branches of government. Justin focuses primarily on tax and retirement policy issues impacting MassMutual and its policyholders. In this capacity, Justin was the lead advisor for the SECURE Act and H.R. 1 – the tax reform bill of 2017 – and represents MassMutual in a variety of capacities at different industry trade groups and currently serves as the Chair of the American Council of Life Insurers' Tax Federal Legislative Strategy Group. Additionally, he is on the team responsible for developing the Company's annual political engagement plan, as well as the strategic direction of the MassMutual Political Action Committee (PAC). He is a key contributor in MassMutual's political messaging efforts.

Before joining MassMutual in 2017, Justin worked at the Association for Advanced Life Underwriting (AALU) as Vice President of Legislative Affairs, where he was responsible for the management of the AALU's policy efforts and relationship with Congress. In both capacities, Justin conveyed the life insurance agent community's message to Capitol Hill and developed strategies to either advance legislative opportunities or cope with legislative threats. His work included responding to threats to the tax treatment of life insurance posed by various legislative efforts on tax reform, specific work on COLI/BOLI pro-rata interest expense disallowance proposals, non-qualified deferred compensation risk of forfeiture proposals, and drafting a workable best interest standard for broker/dealers operating under ERISA. Justin also established AALU's "Ambassador" program - a key contact program designed to establish solid working relationships with the top 150 Members of Congress to the life insurance industry.

He has also appeared in various political involvement instructional videos and spoken to numerous groups - both in and outside of the life insurance industry.

Justin began his career in Washington in 1997 at the Senate Environment and Public Works Committee. He has worked on three local General Assembly races, two Congressional races, one Senate race and two Presidential races.