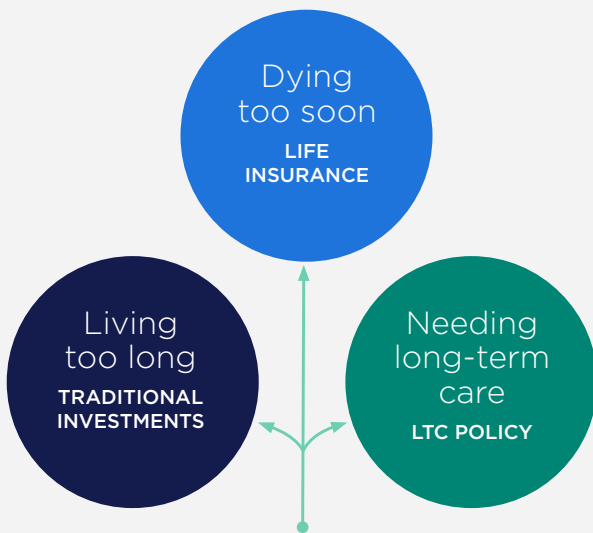


Indexed universal life

# In life, your clients face many unknowns

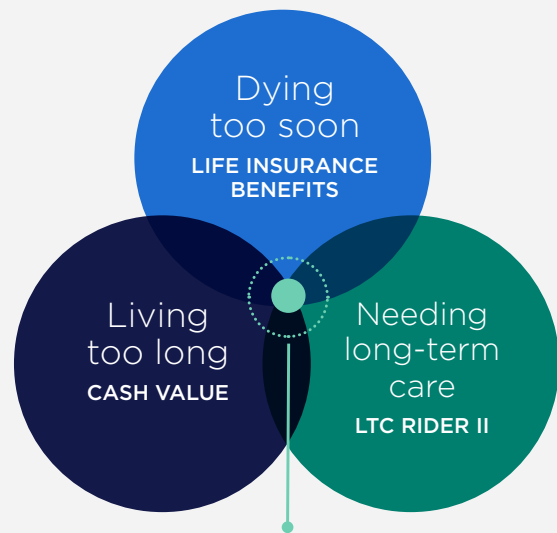
A single investment can help them be prepared for 3 of the most common ones.

## Traditional way to handle life's unknowns



Clients use a multiproduct approach to insure for each unknown. Because this requires 3 purchases, sometimes the LTC coverage is put off until it becomes too expensive or the client is too old to qualify.

## Nationwide's multiuse alternative: IUL



Nationwide IUL products are so versatile that they can help protect clients when they encounter any of the 3 common unknowns — without buying 3 separate policies.<sup>1</sup>



### Balance the need for protection and cash value growth potential

A Nationwide IUL solution offers an income tax-free death benefit and tax-advantaged growth potential through a range of indexed interest strategies and a fixed interest strategy.<sup>2</sup>



### Provide cash benefits for LTC services of the client's choice

The optional LTC Rider II provides policyowners a cash indemnity benefit if they need long-term care.<sup>3</sup> It can even be used to pay for care provided by informal caregivers and family members.<sup>4</sup>

<sup>1</sup> If the policy's cash value is used for income via loans and withdrawals, it may reduce the policy's death benefit and require additional premium to keep it in force. Likewise, policy loans and withdrawals may affect how long LTC benefits will last or whether any LTC benefits remain in the policy. The policyowner cannot collect more than one benefit at a time (for example, receive distributions and claim LTC benefits). Review the policy regularly with the policyowner.

<sup>2</sup> Cash value growth may be subject to tax upon partial or full surrender.

<sup>3</sup> The Long-Term Care Rider II is available at an additional charge and is not available in all states. Though bills and receipts do not need to be submitted each month to receive monthly LTC benefits, they may be needed to help establish the claim. Keep in mind that, as an acceleration of the death benefit, the Long-Term Care Rider II payout will reduce both the death benefit and cash surrender value. Policy loans and withdrawals may affect how long LTC benefits will last or whether any LTC benefits remain in the policy. Make sure life insurance needs will be met, even if the rider pays out in full. Costs for long-term care vary by person, and there is no guarantee the rider will cover all long-term care costs. Nationwide pays long-term care benefits to the policyowner. If the insured is not the policyowner, there is no guarantee that benefits will be used to pay for long-term care.

<sup>4</sup> A licensed health care practitioner must state that informal care (which includes care provided by family members or friends) is appropriate in the plan of care. Consult with tax professionals for advice, because such arrangements may create reporting and withholding requirements for the payer and payee.

# A flexible long-term care solution allows clients to use benefits as they see fit.

Once a client's LTC claim is approved, our LTC Rider II guarantees they can access a dedicated stream of monthly income from the policy's death benefit to pay for long-term care benefits.

The LTC Rider II is designed to deliver more of what many clients want.



**More options:** Select 2%, 3% or 4% of the LTC specified amount as the monthly LTC benefit payout.<sup>5</sup>



**More predictability:** Once the LTC claim is approved, 100% of the monthly cash benefit is guaranteed to be available for long-term care expenses.<sup>6</sup>



**More resources to help with care:** Policyowners have access to Caregiver Advocate, a long-term care resource and referral network.



**Tax efficiency:** LTC benefits are tax free to the greater of the HIPAA per diem in the year of claim or actual LTC costs incurred. Any amount of LTC benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.<sup>7</sup>



To find out more about the advantages of our new IUL products with the Nationwide LTC Rider II, contact your Nationwide wholesaler.

<sup>5</sup> The monthly acceleration percentage must be selected at issue. The LTC monthly benefit is limited to twice the Health Insurance Portability and Accountability Act (HIPAA) per diem in the year of claim x 30 days. LTC benefits may be taxable under certain circumstances. Consumers should consult a tax advisor.

<sup>6</sup> Guarantees are backed by the claims-paying ability of the issuing insurance company. Please keep in mind that withdrawals and loans will affect how long LTC benefits will last or whether any LTC benefits remain in the policy.

<sup>7</sup> LTC benefits may be taxable under certain circumstances. Rules applicable to long-term care products are complex. Please consult your tax advisor.

This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

Indexed universal life insurance policies are not stock market investments, do not directly participate in any stock or equity investments and do not receive dividends or capital gains participation. Past performance of an index is not an indicator of future crediting rates.

Guarantees are backed by the claims-paying ability of the issuing insurer. Nationwide may discontinue any index that becomes unavailable (i.e., is no longer published) or the calculation of which is substantially changed. Nationwide may substitute a comparable index or may adjust the method of calculating index segment interest.

Caregiver Advocate is available at no additional cost. Caregiver Advocate is administered by illumifin. Nationwide is not affiliated with illumifin. Caregiver Advocate is subject to availability and may be modified, suspended or terminated at any time. Access to the services available through Caregiver Advocate will terminate if the owner terminates or surrenders their contract with Nationwide.

Caregiver Advocate is provided as a service to you by Nationwide. Caregiver Advocate is a third-party vendor site that is not hosted or affiliated with Nationwide, and Nationwide is not responsible for the content or the accuracy of any information or materials located on the site.

Products are issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio. Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. © 2023 Nationwide

FLM-1234AO.5 (07/23)

FOR INSURANCE PROFESSIONAL USE – NOT FOR DISTRIBUTION TO THE PUBLIC