Nationwide® life insurance | Policy review strategies

Help your clients stay on track

Nationwide® knows that your first priority as a financial professional is to do what's best for your clients. You can help them stay on track for the future and identify potential sales opportunities with a simple life insurance policy review.

For example:

Assume that you have a 57-year-old female client who purchased a whole life policy in 2002. At the time, she was concerned only with permanent death benefit protection. But now she's starting to wonder how she'll address potential long-term care (LTC) expenses later in life. Knowing that she'd like to add LTC coverage, are there better options available for her?

Current policy

Death benefit:	**$1,002,871**	Monthly LTC benefit:	**$0**
Total LTC coverage:	**$0**	Cash value:	**$315,679**
Annual premium to age 62:	**$20,000**		

For the same or less money, she can move her existing cash value into a new Nationwide IUL Protector II 2020 policy with the Long-Term Care Rider II.[1] She then has the option to:

Pay no additional premiums

Death benefit:	**$ 1,203,720**
Annual premium:	**$0**
Total LTC coverage:	**$1,203,720**
Monthly LTC benefit:	**$24,074**

Note: For this example, 2% of the LTC was selected.

Pay half of current premiums

Death benefit:	**$1,420,320**
Annual premium:	**$10,000**
Total LTC coverage:	**$1,420,320**
Monthly LTC benefit[2]:	**$24,600**

Keep paying current premiums

Death benefit:	**$1,643,000**
Annual premium:	**$20,000**
Total LTC coverage:	**$1,643,000**
Monthly LTC benefit[2]:	**$24,600**

Please note that these examples are hypothetical. Actual results may vary. The 3 examples are based on illustrating Nationwide IUL Protector II 2020 with the Nationwide LTC Rider II couple rates, 2% monthly benefit, run at 5%, with guarantee to age 90, preferred underwriting class, female, age 57, with a $315,679 cash value used for a 1035 exchange from the whole life policy into the Nationwide IUL Protector II 2020. Premium is paid to age 62 for option 2 and option 3. Starting in policy year 21, the Nationwide IUL Rewards Program® 25% cost of insurance reduction is included for all years from then on. The insured will be underwritten separately for the Long-Term Care Rider II portion of the policy. Also, the policyowner will need to keep the policy in force past the surrender period in order to avoid paying surrender fees.

1 This rider may be known by different names in different states.

2 The policyowner can elect, at the time of issue, 2%, 3% or 4% of the LTC specified amount or a monthly benefit of up to 2 times the HIPAA per diem for the claim year, whichever is less. The LTC Specified Amount can be set to a percentage less than 100% of the policy Specified Amount. The 2024 HIPAA per diem amount is $410. In this example, $24,600 is the HIPAA capped amount.

Life insurance policy review checklist

The following checklist will help you gather the information you'll need to complete a policy review.
You should also include a copy of the client's most recent policy statement.

Client's name: ______________________________

Client's sex: ○ Male ○ Female

Client's date of birth: ______________________________

Client's state of residence: ______________________________

Current annual premium: ______________________________

Current policy cash surrender value: ______________________________

Current policy death benefit: ______________________________

General health status: ______________________________

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Does the client use tobacco? ○ Yes ○ No

For more information on life insurance policy reviews, contact your Nationwide wholesaler or call us at:

Life Insurance Solutions Center	1-800-321-6064
Brokerage General Agents Solutions Center	1-888-767-7373

Nationwide®

• Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution • Not insured by any federal government agency • May lose value

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.

As an acceleration of the death benefit, the payment of long-term care rider benefits will reduce both the death benefit and cash surrender values of the policy. Additionally, loans and withdrawals will also reduce both the cash value and the death benefit. Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care, as this may vary with the needs of each insured. Nationwide pays the long-term care benefit to the policyowner; there is no guarantee that the policyowner will use the benefit for long-term care expenses if the policy is owned by someone other than the insured.

Coverage under the Long-Term Care Rider II is guaranteed renewable. This means that Nationwide will not unilaterally cancel or reduce coverage under this rider. Unless the policyowner requests termination of this rider, it will remain in force as long as the policy remains in force. The monthly LTC Rider II charge rate cannot increase beyond the maximum stated in the policy. However, Nationwide has the right to increase the current monthly LTC Rider II charge rate, up to the guaranteed maximum monthly LTC Rider II charge rate. Any change in the current monthly LTC Rider II charge rate will be on a uniform basis for insureds of the same sex, issue age, product, rate type and rate class whose policies have been in force for the same duration.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy, and understand that life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

To receive the Nationwide IUL Rewards Program benefit, net premium payments (all premium paid minus any loans or partial surrenders) must satisfy an accumulated premium test on designated dates. If the test is satisfied at the start of policy year 21, the policy's base cost of insurance rates will be reduced by 25%. The test is applied each month in policy years 21 to 35 to give clients more opportunities to qualify for the rate reduction. If the test is satisfied at the start of policy year 35, testing will continue using the test amount as of that date. If not, testing will end and no further reduction will be given. If policy changes are made, the accumulated premium test amount may change. The Nationwide IUL Rewards Program is available only if death benefit option 1 is elected at the time of policy issue and never changed.

Guarantees are subject to the claims-paying ability of the issuing insurer. Life insurance is issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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LAM-2585AO.6 (05/24)