



Indexed universal life

Features and
enhancements

Take care of clients with two new IUL products from Nationwide®

The goal of the National Association of Insurance Commissioners' Actuarial Guideline 49A (AG 49A) regulation is to reduce confusion among consumers by improving the transparency in indexed universal life (IUL) illustrations. At Nationwide, being transparent and looking out for the customer drives what we do, and we've taken it a step further with our newest IUL products:



Nationwide® IUL Protector II 2020



Nationwide® IUL Accumulator II 2020

How we're putting clients' needs first



Elimination of the multipliers but not the value

We've removed the multipliers and put the value right back into the product with two cap rate increases and a high-cap option, all beginning in policy year one. If you have clients who purchased our earlier products, they will keep the multipliers — and the value they add.



Multi-index strategies to help protect clients in volatile markets

Our Multi-Index Monthly Average indexed interest strategy not only diversifies beyond the S&P 500®, it measures performance every month to smooth out the effect of market volatility. It also weights the results of the index performance in the customer's favor. It's a transparent approach that doesn't use complicated indexes or algorithms that are difficult to understand, let alone explain to a client.



Increased transparency

Our "Range of Potential Outcomes" supplemental illustration output stands out when it comes to telling consumers how an IUL works and what they need to watch. When combined with our exclusive Automated Premium Monitoring, we communicate more to help each policyholder stay informed and on track to get the most from their policy.



Consistency when it matters

Sometimes, it is good to say no. We've done that consistently by:

- Never increasing cost of insurance rates on in-force policies
- Never decreasing our persistency bonuses, even when they weren't guaranteed
- Never restricting applications due to COVID-19



Our LTC Rider II sets a high standard in the industry

Our Long-Term Care Rider II can help clients receive care at home from family members, friends or other unlicensed caregivers without submitting receipts after the claim is approved.



Low cost structure

Nationwide continues our history of low-cost IUL product pricing and design. Highly leveraged features from some carriers charge up to 6%, which can undermine the future income your client was counting on. Our highest current strategy charge is 1%. More money stays in the policy to benefit the client.¹

¹ Competitor information is current as of February 2021.

Two increased cap rates and a strong lineup of indexed options

While most cap rates are dropping across the industry, we are raising two of ours on our core indexed interest strategies, one by 1.25% and the other by 0.75%. We also still offer the highest cap rate compared to similar one-year indexed interest strategies available from the top-ranked IUL carriers. And at a 1% indexed strategy charge, it's one of the least expensive.

				Look-back rates ²		
	Current cap or spread rate ³	Strategy charge	Max illustrated rate	25-year	15-year	5-year
Core strategies						
One-Year Multi-Index Monthly Average	11%	0%	5.96%	6.52%	6.65%	8.12%
One-Year S&P 500® Point-to-Point	9.5%	0%	5.96%	6.41%	6.53%	7.43%
One-Year Uncapped S&P 500® Point-to-Point	7.5% <i>spread</i>	0%	5.96%	6.49%	5.85%	5.95%
High-cap strategies						
One-Year High-Cap Multi-Index Monthly Average	20%	1%	7.03%	8.32%	7.75%	9.03%
One-Year High Cap S&P 500® Point-to-Point	12.5%	1%	7.03%	7.90%	8.06%	9.29%

More features to help take care of the client

Extended No-Lapse Guarantee (ENLG) Rider with guarantees to ages 90 or 120⁴

As with any no-lapse guarantee, the timing of premium payments is critical. That's why our Automated Premium Monitor (APM) service is included with every policy at no additional charge. Every year, APM notifies you and your client if the guarantee is at risk of going off track — and, if necessary, what's needed to get it back on track.

The Nationwide IUL Rewards Program®

Once the policyholder meets the eligibility requirements stated in the policy, the benefits are automatically applied to the policy, not left to the whim of the carrier.

- **Nationwide IUL Accumulator II 2020:** We add a monthly Nationwide IUL Rewards Program credit to the policy's cash value that's equal to an annual rate of 0.20%. As long as the policy is in force and the requirements are met, we guarantee to apply this credit, even if the policy's cash value is accessed for income.⁵
- **Nationwide IUL Protector II 2020:** We guarantee the policy's monthly cost of insurance (COI) rate will be reduced by 25% from policy year 21 onward as long as the policy is in force and continues to meet the requirements — even if a policyowner starts to access their policy's cash value.

² The historical look-back rates indicate how the products might have performed, had they been available during those periods. They are an average of the one-year rates calculated for each of the indexed interest strategies as of Jan. 15, 2021. Look-back rates include the current participation, floor, and cap or spread rates that apply to the strategy.

³ Current rates are subject to change. Please contact the Nationwide Life Insurance Solutions Center at 1-800-321-6064 for current rate information.

⁴ This rider is available only on Nationwide IUL Protector II 2020.

⁵ Guarantees are subject to the claims-paying ability of the issuing life insurance company.

Additional benefits to help take care of the client

<ul style="list-style-type: none">• Automated Income Monitor is a simple way to set up and manage distributions	<ul style="list-style-type: none">• Life Pending Business Tracker for new business
<ul style="list-style-type: none">• Automated Premium Monitoring to help keep clients on track for the ENLG Rider	<ul style="list-style-type: none">• Online access to manage account preferences and view policy information
<ul style="list-style-type: none">• Annual monitoring for status of Nationwide IUL Rewards Program® eligibility	<ul style="list-style-type: none">• Premium payments online and via Nationwide Mobile app, Apple Pay and Text to Pay
<ul style="list-style-type: none">• Notification of switch from death benefit option 2 to option 1	<ul style="list-style-type: none">• Simplified annual statement summary page
<ul style="list-style-type: none">• Dollar cost averaging	

One of the best reasons to choose a Nationwide IUL is Nationwide itself.

A+
AM Best
received 10/17/2002
affirmed 12/17/2019

A1
Moody's
received 3/10/2009
affirmed 5/27/2020

A+
Standard & Poor's
received 12/22/2008
affirmed 6/23/2020

These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are updated only when there's a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.



Call us today to request an illustration and discuss how our new IUL products put the needs of your clients first:

Life Insurance
Solutions Center
1-800-321-6064

Brokerage General Agents
(BGA) Solutions Center
1-888-767-7373

Nationwide Financial
Network® Solutions Center
1-877-223-0795



FOR FINANCIAL PROFESSIONAL USE — NOT FOR DISTRIBUTION TO THE PUBLIC

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

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. Past performance of an index is not an indicator of future crediting rates.

The “S&P 500” is a product of S&P Dow Jones Indices LLC (“SPDJI”) and has been licensed for use by Nationwide Life and Annuity Insurance Company (“Nationwide”). Standard & Poor’s®, S&P® and S&P 500® are registered trademarks of Standard & Poor’s Financial Services LLC (“S&P”); DJIA®, The Dow®, Dow Jones® and Dow Jones Industrial Average® are trademarks of Dow Jones Trademark Holdings LLC (“Dow Jones”); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by Nationwide. Nationwide’s products are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P or their respective affiliates, and none of such parties makes any representation regarding the advisability of investing in such product(s), nor do they have any liability for any errors, omissions or interruptions of the S&P 500®.

The Long-Term Care Rider II is available at an additional charge. While 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 values. 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. The Long-Term Care Rider II is not available in all states. In states where it is not yet approved, our original Long-Term Care Rider is available.

To receive the Nationwide IUL Rewards Program benefit in Nationwide IUL Protector II 2020, 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 36, 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.

To receive the Nationwide IUL Rewards Program benefit in Nationwide IUL Accumulator II 2020, net premium payments (all premium paid minus any loans or partial surrenders) must satisfy an accumulated premium test at the start of policy year 11. The required amount is set at policy issue and may change if policy changes are made. Once the requirement is met, the benefit is applied monthly at an annual rate of 0.20% from then on, as long as the policy is in force. The credit is calculated by multiplying the accumulated value minus any indebtedness on the date of calculation by the monthly rate; the credit will be added to the fixed interest rate strategy’s accumulated value.

Guarantees are subject to 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 with a comparable index or may adjust the method of calculating index segment interest.

Products are issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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