

20 Keys to Help You Grow a Successful Business

With access to exclusive tools, WFG-dedicated resources and industry updates on demand, we're proud to offer the fresh insights and real-world solutions your business needs to succeed.



Nationwide®
is on your side

From accelerated underwriting to real-time tracking, doing new life business has never been easier



1. STREAMLINE YOUR UNDERWRITING

Nationwide® Intelligent Underwriting combines competitive offers with a simplified underwriting process. Most accelerated applications receive an underwriting decision within 48 hours thanks to enhancements like:

- Online interviews
- Real-time feedback
- Automated features

> [Learn more](#)



2. SPEND LESS TIME GATHERING CASE DETAILS

Our Life Pending Business Tracker lets you:

- View up-to-date information on all your pending life business
- Watch your case progress from application submission to in-force
- Track from desktop, tablet and mobile devices in real time

> [Learn more](#)



3. SIGN ANYWHERE, ANY TIME

Move your life business faster with DocuSign. By digitally sending documents in real time to your email inbox, e-signing helps reduce average service from 27 days to 14 days.

> [Learn more](#)

Complimentary, built-in policy management features help policy owners stay on track



4. KEEP AN EYE ON THINGS

Automated Income Monitor is a simple way to set up and manage an income stream.

> [Learn more](#)



5. HELP YOUR CLIENTS GET THE MOST FROM THEIR POLICY

Automated Premium Monitoring informs you and your clients about their eligibility requirements for riders or our Rewards Program.

> [Learn more](#)

Dollar-cost averaging transfers money into indexed accounts over a period of time rather than all at once.



6. OFFER GUARANTEED IUL AND VUL REWARDS

Help build client confidence with our guaranteed rewards program. It's our way of thanking policy owners for paying a set premium during the early years of your policy.

QUICK TIP

7. Did you know Nationwide provides support for long-term care (LTC) claims?

All Nationwide policy owners with an LTC product have access to a free-of-charge support service provided by **Silver Brick Road**. This innovative service — administered by third-party provider, Health Advocate — provides unlimited access to guidance that can help policy owners resolve a wide range of important, time-consuming tasks.

> [Learn more](#)



Tools to jump start client conversations

8. NATIONWIDE® LIFE ILLUSTRATOR

Our Life Illustrator gives you speed, power and lots of flexibility. This full-featured illustration software package accommodates all of your marketing requirements. Its user-friendly design gives you the ability to run new case illustrations or an in-force ledger on active life policies.

9. HEALTH CARE/LTC COST ASSESSMENT

Submit your client's health and retirement information to the Nationwide Retirement Institute Income Planning Team to receive a personalized health care cost assessment report. > [Learn more](#)

10. LTC COST CALCULATOR AND APP

Estimate and compare LTC costs across states now and in the future. You can also access the tool via mobile app. > [Learn more](#)

11. NATIONWIDE® FUND EVALUATOR

Search for and analyze subaccounts for individual variable annuities, variable life products and group retirement plans within our family of products. > [Learn more](#)

► Use the links below to take our tools for a spin

12. SOCIAL SECURITY 360 ANALYZER®

Use to demonstrate your expertise and guide your clients through their filing decisions. > [Learn more](#)

13. NATIONWIDE IUL ACCUMULATOR II: QUICK ESTIMATOR

Show how Nationwide IUL Accumulator II can help provide growth potential for your client's supplemental income while also providing death benefit protection. > [Learn more](#)

14. NATIONWIDE CAREMATTERS® II: QUICK QUOTE

Illustrate how Nationwide offers clients coverage for LTC with the financial protection of life insurance and the flexibility of benefit use. > [Learn more](#)

15. VARIABLE UNIVERSAL LIFE PORTFOLIO BUILDER

Build and evaluate subaccount portfolios. > [Learn more](#)

16. ASSET ALLOCATION TOOL

Ask clients six important questions to learn about their risk tolerance and investment information. > [Learn more](#)



WFG-dedicated resources



17. EXCLUSIVE WEBSITE

Designed specifically to provide resources that support your growing business, you can:

- View and register for upcoming webinars
- Browse available product offerings
- Explore thought-leadership resources



18. LEAD AND LEARN WEBINARS

A curated webinar series offering training on a range of topics to help grow your business.

Most trainings:

- Are moderated by WFG Nationwide Trainers
- Feature content from Nationwide's Advanced Consulting Group and Nationwide Retirement Institute



19. CAMPAIGN MANAGER

The Nationwide Channel has pre-approved marketing content, emails and social posts that you can share with your clients. You'll also find promotional and educational materials including:

- Client flipbooks (available in multiple languages)
- Quick reference product guides
- Comprehensive case studies

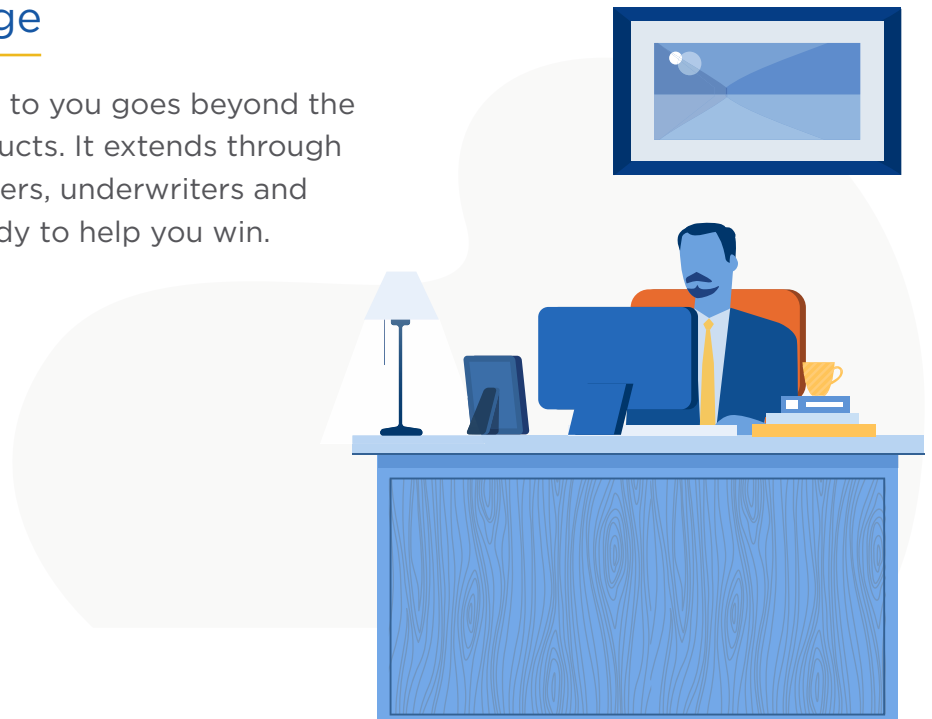
You can access all of these great resources and more by visiting www.nationwidefinancial.com/wfg

The Nationwide advantage

20. At Nationwide, our commitment to you goes beyond the strength and innovation of our products. It extends through our entire team of wholesalers, trainers, underwriters and Advanced Sales representatives ready to help you win.

We're ready to help you succeed.

Call us today at 855-455-4139.



Nearly 100 years of strength and stability

When you work with Nationwide, you have decades of experience and thousands of people behind you. In fact, we're one of the largest financial services employers in America. Our strength becomes your strength as you tackle the complex challenges that have the biggest impact on your clients.



Nationwide Intelligent Underwriting is available in all states except New York.

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.

Silver Brick Road is available at no additional cost. It may not be available in all states/territories or in all products.

Silver Brick Road is administered by Health Advocate. Nationwide is not affiliated with Health Advocate. Silver Brick Road is subject to availability and may be modified, suspended or terminated at any time.

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Long-term care insurance does have exclusions, limitations, reductions of benefits, and terms under which the policy may be continued in force or discontinued.

Variable products are sold by prospectus. Carefully consider the investment objectives, risks, charges and expenses. The product and underlying fund prospectuses contain this and other important information. Investors should read them carefully before investing. To request a copy, go to nationwide.com/prospectus or call 1-800-848-6331.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer and/or insurance agency selling the policy, or by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company. The general distributor is Nationwide Investment Services Corporation (NISC), member FINRA. Products are issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side, Nationwide IUL Rewards Program, Nationwide VUL Rewards Program and Nationwide CareMatters are service marks of Nationwide Mutual Insurance Company. © 2020 Nationwide.

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