



# Nationwide<sup>®</sup> No-Lapse Guarantee UL II

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| <b>Product type</b>   | Flexible premium no-lapse guarantee universal life insurance policy   |   |
| <b>Target market</b>  | Conservative or risk-averse, affluent upper-middle class clients, ages 45 – 70, seeking competitively priced death benefit protection with guarantees that can be used to create an estate or pass a legacy on to loved ones or a favorite charity; also clients ages 30 – 50 who are seeking flexible coverage to replace lost income in event of death during their working years |   |
| <b>Underwriting classes and issue ages</b><br><i>Age nearest birthday</i>   | <b>Four Nontobacco classes</b><br>Nontobacco Preferred Plus, 18 – 80<br>Nontobacco Preferred, 18 – 80<br>Nontobacco Standard Plus, 18 – 80<br>Nontobacco Standard, 18 – 85  | <b>Two Tobacco classes</b><br>Tobacco Preferred, 18 – 80<br>Tobacco Standard, 18 – 85 |
|   | Flat extras are available on Nontobacco Standard Plus and Tobacco Preferred. Substandard ratings are available for standard classes.<br>For issue ages 18 – 80 (non-Preferred classes only), the Wellness Credits program is available (certain restrictions apply).  |   |
| <b>Specified amount</b>   | \$100,000 minimum   |   |
| <b>Maturity</b>   | Premiums permitted to attained age 120, matures at 120 with maturity extension beyond 120   |   |
| <b>Death benefit options</b><br><i>Increasing death benefit and return of premium on death options are not available on this product.</i> | <b>Option 1 (level)</b> – The death benefit will be the greater of the specified amount or the minimum required death benefit.  |   |

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| <b>Death benefit guarantees</b>  | <ul style="list-style-type: none"> <li>• Initial no-lapse guarantee</li> <li>• Ensures the policy will not lapse during the initial no-lapse guarantee period (5 years for all issue ages) as long as the sum of all premiums paid (minus any partial surrenders, partial surrender fees and outstanding policy indebtedness) is greater than or equal to the sum of the initial no-lapse guarantee monthly premium in effect from the policy issue date</li> <li>• Extended no-lapse guarantee</li> <li>• Ensures that, after initial no-lapse guarantee period, the policy will not lapse as long as the extended no-lapse guaranteed value (less any outstanding policy indebtedness) is greater than zero</li> <li>• At time of policy issuance, you must elect one of the following (both of which can be customized to meet the client's needs):</li> </ul> |                                    |   |
| <b>Attained age 120<sup>1</sup></b>  | <ul style="list-style-type: none"> <li>- For up to lifetime no-lapse guarantee needs</li> <li>- Issue ages 18 - 85</li> </ul>   | <b>Attained age 70<sup>1</sup></b> | <ul style="list-style-type: none"> <li>- For shorter no-lapse guarantee needs</li> <li>- Issue ages 18 - 60</li> <li>- Option to change to attained age 120 (without underwriting) prior to the earlier of the insured reaching attained age 65 or the end of the 15th policy year<sup>2</sup></li> </ul> |
| <b>Return of premium</b><br><i>Not available with Extended No-Lapse Guarantee to Attained Age 70</i> | If the Periodic Access Minimum Surrender Value Rider is elected, your client can get a percentage of their premium refunded to them via policy surrender at two milestones in their policy:   |                                    |   |
|  | <ul style="list-style-type: none"> <li>• 60-day windows to exercise open on: <ul style="list-style-type: none"> <li>- Day 1 of year 16 for the 50% option</li> <li>- Day 1 of year 21 for the 100% option</li> </ul> </li> <li>• The return of premium amount will be the lesser of 40% of the specified amount or a percentage of adjusted premiums<sup>3</sup> paid<sup>4</sup></li> <li>• The payout could be reduced by things such as indebtedness, accelerated death benefit payments and unpaid policy charges</li> <li>• Advance notice will be provided to policyowners and advisors prior to the 60-day window</li> </ul>   |                                    |   |
| <b>Other riders<sup>5</sup></b>  | <b>Long-Term Care Rider II</b> — Enables clients to use some or all of their death benefit for long-term care, including informal care  |                                    |   |
|  | <b>Living Access Benefits</b> — Automatically included on all eligible policies with no initial cost of monthly charge. <sup>6</sup>  |                                    |   |
|  | <ul style="list-style-type: none"> <li>• Chronic illness rider</li> <li>• Critical illness rider</li> <li>• Terminal illness rider</li> </ul>   |                                    |   |
|  | <b>Accidental Death Benefit Rider</b> — Provides additional coverage in the case of death due to an accident  |                                    |   |
|  | <b>Children's Term Insurance Rider</b> — Term coverage for all children of the insured, even the ones that come later on in life  |                                    |   |
|  | <b>Waiver of Monthly Deductions Rider</b> — Pays all monthly deductions if the insured becomes disabled, but does not pay the full no-lapse premium amount  |                                    |   |
| <b>Special offerings</b>   | <p>Automated Premium Monitor</p> <p>Maturity Extension Provision</p> <p>Owner-directed settlement options</p>   |                                    |   |
| <b>Rolling targets</b>   | 2-year rolling target   |                                    |   |

<sup>1</sup> Attained age is the age of the insured on their birthday nearest the policy issue date plus the number of completed policy years.

<sup>2</sup> This option is available after the third policy anniversary.

<sup>3</sup> "Adjusted premiums" refers to the premium paid minus any returned premium.

<sup>4</sup> The amount available for surrender will be reduced by amounts taken as loans, unpaid policy charges and any benefits paid as an acceleration of the base policy's specified amount.

<sup>5</sup> Some optional riders are available for an additional charge. Availability of riders may vary by state.

<sup>6</sup> Not all policies will include these benefits, and there may be age restrictions and underwriting thresholds. The benefits are tax free (subject to IRS limitations) and are based on the following: sex of the insured, their age at the time of the claim and the discount interest rate at the time of the claim.

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**Charges and costs****Premium charge (including sales charges)****Monthly administrative fee****Monthly per-thousand charge****Monthly cost of insurance**

This product has fees and charges associated with it that vary based upon the policyowner's decisions (including specified amount and extended no-lapse guarantee maximum attained age and duration elected at issue) and the characteristics of the insured, including sex, health, age and tobacco use.

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**Surrender charges**

The surrender charge period is 20 years for all insureds, declining to 0% after 20 years.

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**Partial surrenders**

- Available after the first policy year
  - Minimum amount is \$500
  - Maximum surrender amount is net surrender value, less the greater of \$500 or amount equal to three months' worth of deductions; may be subject to surrender charges and taxes
  - Policy must continue to qualify as life insurance
  - Specified amount may not drop below minimum specified amount
  - Administrative fee of \$25 may be assessed
  - Keep in mind that partial surrenders will reduce any accumulated value and death benefits payable and may also be subject to surrender charges
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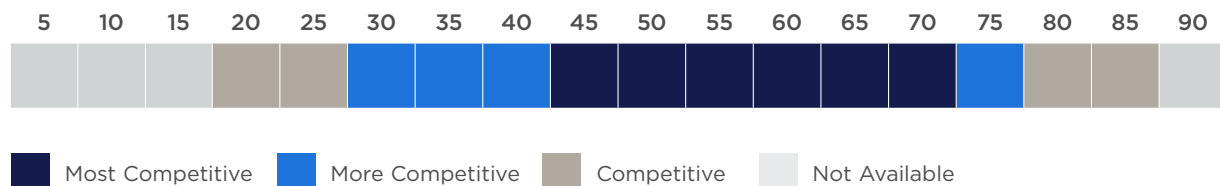
**Loans<sup>7</sup>**

- Maximum loan amount is net surrender value, less the amount equal to three months' worth of deductions
- Interest charged: 5.0% all years (current and guaranteed)
- Interest credited: 3.0% all years (current and guaranteed)

Remember that loans will reduce any accumulated value and death benefits payable. If the contract lapses with a loan outstanding, the loan amount would be treated as a distribution and all or a portion could be subject to income tax. Loans are available after the first policy year.

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## Nationwide<sup>®</sup> No-Lapse Guarantee UL II competitive spots<sup>8</sup>



<sup>7</sup> All references to loans assume that the contract remains in force and qualifies as life insurance under Section 7702 of the Internal Revenue Code and is not a modified endowment contract (MEC) under Section 7702(A). Loans from a MEC will generally be taxable and, if taken prior to age 59½, may be subject to a 10% tax penalty. Unpaid loans will reduce the death benefit payable, and if the policy lapses with a loan outstanding, it will be treated as a distribution and may be subject to income tax.

<sup>8</sup> Competitiveness can vary by premium patterns, no-lapse guarantee duration, specified amount and underwriting class.



## Call us today if you have questions about Nationwide No-Lapse Guarantee UL II:

Life Insurance Solutions Center: 1-800-321-6064

Brokerage General Agents: 1-888-767-7373

Nationwide Financial Network®: 1-877-223-0795



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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.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company.

As your clients' personal situations change (e.g., marriage, birth of a child or job promotion), so will their life insurance needs. Take care to ensure this product is appropriate for their long-term life insurance needs. They should weigh any associated costs before making a purchase. Life insurance has fees and charges associated with it that vary based upon the policy owner's decisions and the characteristics of the insured, including sex, health, age and tobacco usage. Riders that customize a policy to fit individual needs usually carry an additional charge.

Keep in mind that, as an acceleration of the death benefit, exercising the Chronic Illness Rider, the Critical Illness Rider or the Terminal Illness Rider payout will reduce both the death benefit and cash value by an amount greater than one dollar for every dollar paid. Make sure life insurance needs will still be met, even if the rider pays out in full. Though riders that customize a policy to fit individual needs usually carry an additional charge, neither the Chronic Illness Rider, the Critical Illness Rider nor the Terminal Illness Rider has an initial cost or upfront monthly charge when included in the policy; however, a cost is incurred if and when the rider is exercised, and policy cash values, death benefits and other policy values are reduced. A life insurance purchase should be based on the life policy and not solely on riders or features.

The Chronic Illness, Critical Illness or Terminal Illness Benefit paid will be reduced to pay due and unpaid premium or charges.

Additionally, a pro rata portion of the payment will be applied as a policy loan payment if there is any outstanding indebtedness.

Neither Nationwide nor its associates provide tax or legal advice. Benefits may be taxable under certain circumstances. Clients should consult with their tax and legal advisors about their specific situation.

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