

## Nationwide YourLife® No-Lapse Guarantee UL

# Product Highlights

PRODUCT BASIC	:S						
Product type	No-lapse guarantee universal life						
Target market	Conservative or risk averse, affluent upper-middle clients, ages 50 - 70 seeking competitively priced, permanent 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						
Underwriting classes and issue ages Age nearest birthday	Nontobacco Preferred Plus: Ages 18 - 80 Nontobacco Preferred: Ages 18 - 80 Nontobacco Standard: Ages 18 - 85			Tobacco Preferred: Ages 18 - 80 Tobacco Standard: Ages 18 - 85			
Substandard ratings	Underwriting Class	Issue Age	Table F	Ratings	Flat Extras		
	Tobacco Preferred Nontobacco Preferred Nontobacco Preferred Plus	18 - 80	N/A		N/A		
	Tobacco Standard Nontobacco Standard	81 - 85	None,	B - F	\$0, \$1.92 - \$24.96		
	Tobacco Standard Nontobacco Standard	18 - 80	None,	B - F,* H, J, L, P	\$0, \$1.92 - \$24.96		
	*For issue ages 18 - 80 (non-Preferred classes only), the Wellness Credits program will be available for both insureds (certain restrictions apply). There will not be a table shave program.						
Specified amount	\$100,000 minimum						
Mortality table	2001 CSO						
Maturity age	Premiums permitted to 120, matures at 120 with maturity extension (lifetime DB) beyond 120						
Death benefit options	Two death benefit options are available under this policy. Option 1 is a more efficient method for funding the intended death benefit at the lowest cost. If a death benefit is not designated on the application, Option 1 will be the default election.						
	Option 1 — The death benefit will be the greater of the specified amount or the minimum required death benefit.  Option 2 — The death benefit will be the greater of the specified amount plus the accumulated value as of the date of the second insured's death, or the minimum required death benefit.						
Death benefit guarantees Guarantees are subject to the claims-paying ability of Nationwide*.	The Minimum Monthly Premium Provision ensures the policy will not lapse during the minimum monthly premium period (3 to 15 years, depending on issue age) 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 minimum monthly premium in effect from the policy issue date. The Death Benefit Guaranteed Value Provision ensures that, after minimum monthly premium period, the policy will not lapse as long as the death benefit guaranteed value (less any outstanding policy indebtedness) is greater than zero.						

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Charges and costs	Premium charge Varies from 20% to 26.25% depending on the specified amount and percent of supplemental coverage chosen (current) Varies from 50% to 52.5% depending on the percent of supplemental coverage chosen (guaranteed)			
	Monthly administrative fee  \$10 in all policy years to attained age 120 (current)  \$20 in all policy years to attained age 120 (guaranteed)			
	Monthly per-thousand charge  Varies by issue age, sex, underwriting class, specified amount and attained age			
	Monthly cost of insurance  Varies by specified amount, issue age, attained age, sex and underwriting class in all policy years (current)  2001 CSO mortality table, age nearest birthday, sex distinct, smoker distinct (guaranteed)			
Surrender charges	Declines to 0% in the lesser of the 20th year or attained age 100			
Partial surrenders	Keep in mind that partial surrenders will reduce any accumulated value and death benefits payable, and may be subject to surrender charges. 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			
	Policy must continue to qualify as life insurance			
	<ul> <li>Specified amount may not drop below minimum specified amount</li> <li>Administrative fee of \$25 may be assessed</li> </ul>			
Loans**	Remember that loans will reduce any accumulated value and death benefits payable. If the contract were to lapse with a loan outstanding, the loan amount would be treated as a distribution and all or a portion may be subject to income tax. Available after the first policy year:			
	Maximum loan amount is net surrender value, less the amount equal to three months' worth of deductions			
	Interest charged: 5.0% all years			
	Interest credited: 3.0% all years (current and guaranteed)			

<sup>\*\*</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.

### **ADDITIONAL FEATURES**

#### **Riders and benefits**

Riders usually have an additional cost, may be known by different names in different states and may not be available in all states. Accelerated Death Benefit rider — Accelerates death benefit for end-of-life care due to a qualified terminal illness

Accidental Death Benefit rider – Provides additional coverage in the case of death due to an accident

Children's Term Insurance rider — Term coverage for all children of the insured, even the ones to come later on in life (see policy form for eligibility requirements)

Long-term care rider — Enables clients to use some or all of their death benefits for long-term care costs (in some states, this also lowers the account value)

Spouse rider — Term coverage for the insured's spouse

Waiver of Monthly Deduction rider—Pays all monthly deductions if the insured becomes disabled, but does not pay the full no-lapse premium amount

#### **Special offerings**

Automated Premium Monitor Maturity Extension Provision Owner-directed settlement options Supplemental coverage

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



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.

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 suitable 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 with sex, health, age and smoking status. Riders that customize a policy to fit individual needs usually carry an additional charge.

#### FOR INSURANCE PROFESSIONAL USE ONLY - NOT FOR USE WITH THE PUBLIC

Life insurance is underwritten by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio, members of Nationwide Financial.

Nationwide, Nationwide Financial, the Nationwide framemark and Nationwide YourLife are service marks of Nationwide Mutual Insurance Company.

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