

## *Basic Illustration*

Prepared For:  
Valued Client

Prepared By:  
Jack Lenenberg  
LTC Partner  
312 Maxwell Rd.  
Suite 400  
Alpharetta, GA 30009  
ph: 800-891-5824  
fax: 770-753-3939  
Jack@LTCPartner.com  
lic #: 3524868

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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Nationwide YourLife CareMatters<sup>SM</sup>

LIFE INSURANCE WITH

## Cash Indemnity Long-Term Care Benefits

**Prepared for:**

Valued Client

**Presented by:**

Jack Lenenberg  
LTC Partner  
312 Maxwell Rd.  
Suite 400  
Alpharetta, GA 30009  
Phone: 800-891-5824  
Fax: 770-753-3939  
EMail: Jack@LTCPartner.com

**Prepared on:**

May 8, 2018

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

**Nationwide YourLife CareMatters<sup>SM</sup>****LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

Dear Valued Client,

Thank you for considering Nationwide<sup>®</sup> for your long-term care planning needs. The proposal you're about to see was customized for you based on the following information:

**Long-term care scenario**

Valued Client (Male, 60, Single Nontobacco, Illinois)

<b>Premium received</b>	\$100,000.00
<b>Guaranteed return of premium</b>	Yes <sup>1</sup>
<b>Total Long-term care benefit</b>	\$206,482.59
<b>Maximum monthly LTC benefit</b>	\$2,867.81
<b>LTC specified benefit period</b>	6 years
<b>Inflation protection option</b>	5% Compound
<b>Specified amount</b>	\$68,827.53
<b>Guaranteed minimum death benefit</b>	\$13,765.51
<b>Is Sales Proposal a MEC?</b>	Yes

<sup>1</sup> For Single Premium payments, the Return of Premium value is available starting day one, subject to a vesting schedule. There is a full guaranteed return of all premium starting in year six. Return of Premium is available on 5 and 10 year payment schedules only after the end of the Premium Payment Period and all Required Premium has been paid (minus any loans or withdraws)

**Distinct product features**

<b>Family care</b>	Yes
<b>Guaranteed cash value</b>	Yes
<b>Benefit banking</b>	Yes
<b>Nationwide Care Guide Network</b>	Yes

This policy covers care for a wide range of long-term care services and pays the monthly benefit directly to you, the policy owner. Nationwide YourLife CareMatters was designed to put you in control of your future long-term care choices. And our streamlined underwriting and claims processes mean less hassle every step of the way.

Please review the enclosed information with your insurance professional to determine if Nationwide YourLife CareMatters is right for you.

Thank you.

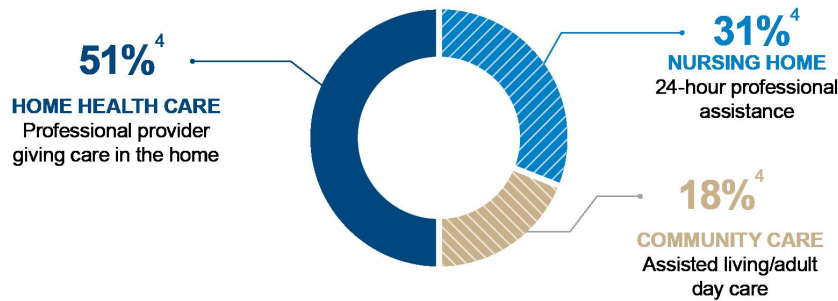


# Nationwide YourLife CareMatters<sup>SM</sup>

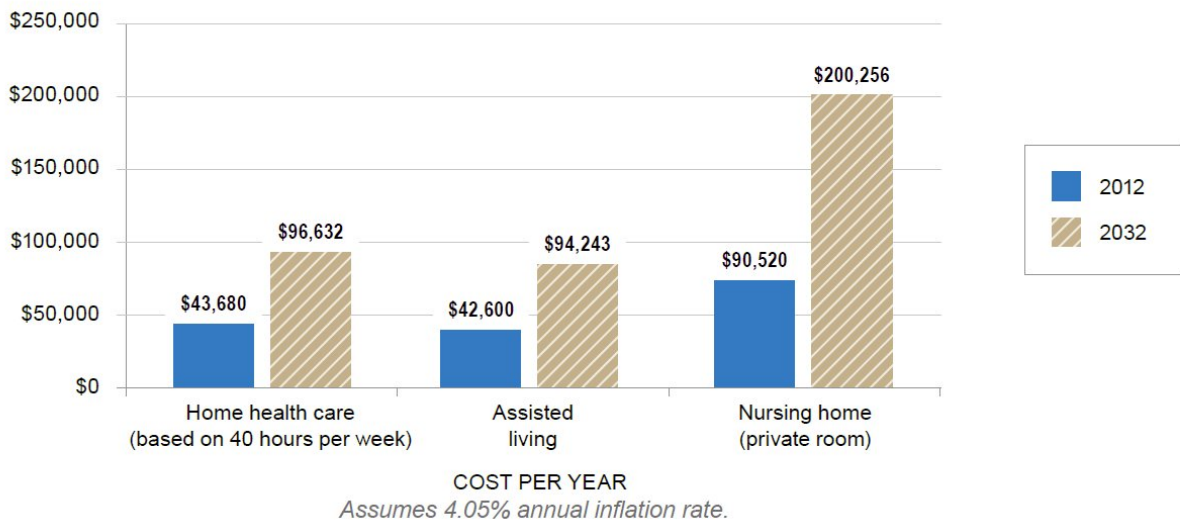
## LIFE INSURANCE WITH Cash Indemnity Long-term Care Benefits

### Planning now, puts you in control later.

It's estimated that 70% of Americans age 65 and older will need long-term care (LTC) at some point in their lives.<sup>2</sup> And, when given the choice, many people prefer to remain in their own homes while receiving care.<sup>3</sup>



All LTC options are expensive, though - and the cost continues to grow.<sup>5</sup>



Don't let potential long-term care costs catch you off guard. Make LTC planning part of your overall portfolio now to help preserve your financial choices later on.

<sup>2</sup> Medicare & You, US Department of Health and Human Services, Sept 2013; <http://longtermcare.gov/the-basics/who-needs-care/>  
<sup>3</sup> Using Sensor Technology to Lower Elder Care Costs, July 28, 2014 CIO Journal, WSJ.com ; <http://deloitte.wsj.com/cio/2014/07/28/using-sensor-technology-to-lower-elder-care-costs/>  
<sup>4</sup> The 2014 sourcebook for Long-Term Care Insurance Information, American Association for Long-term Care Insurance, 2013; <http://www.aaltci.org/long-termcare-insurance/learning-center/fast-facts.php>  
<sup>5</sup> Market Survey of long-term care costs, Mature Market Institute November 2012; <https://www.metlife.com/assets/cao/mmi/publications/highlights/mmi-market-survey-long-term-care-costs-highlights.pdf>



**Nationwide YourLife CareMatters<sup>SM</sup>**

**LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

**Choice, control and flexibility - it's all in your hands.**

Nationwide YourLife CareMatters<sup>SM</sup> is a fixed premium universal life insurance policy that provides LTC coverage along with a death benefit, giving you a flexible way to plan for the future.

With it, your premiums are guaranteed never to increase, and you'll know the exact amount of monthly long-term care benefit available to you.

It's currently the only cash indemnity plan of its kind in the industry<sup>6</sup> -- meaning the full monthly LTC benefit amount is paid directly to you (the policy owner) without needing to submit monthly bills or receipts.

**Nationwide YourLife CareMatters offers you:**

<b>CHOICE</b>	<b>CONTROL</b>	<b>FLEXIBILITY</b>
<p>Select from <b>three convenient premium schedules</b>:</p> <ul style="list-style-type: none"> <li>- Pay one time (single-pay)</li> <li>- Pay annually or monthly for five years</li> <li>- Pay annually or monthly for ten years</li> </ul>	<p>Receive a <b>guaranteed return of premium</b> in the form of:</p> <ul style="list-style-type: none"> <li>- LTC benefits</li> <li>- Death benefits to your beneficiaries</li> <li>- or Money back option<sup>7</sup></li> </ul>	<p>Helps cover today's qualified long-term care services as well as those that will be developed in the future.</p>
<p>Choose the <b>care provider</b> you're most comfortable with - professional care giver or family member</p>	<p>Decide <b>how benefits are used</b> - no monthly bills or receipts to submit</p>	<p><b>Use only what you need</b> of the monthly benefit and bank the rest for later</p>
<p>Decide whether <b>inflation protection</b> is right for your policy</p>	<p><b>Pass on a 20% guaranteed residual death benefit</b> to your beneficiaries even if you use the entire LTC benefit</p>	<p><b>Access your policy's guaranteed cash value</b>, if necessary</p>

<sup>6</sup> LTC Linked Benefit Competitive Research and Analysis, The Nationwide Competitive Intelligence and Analytics Department, September 2013

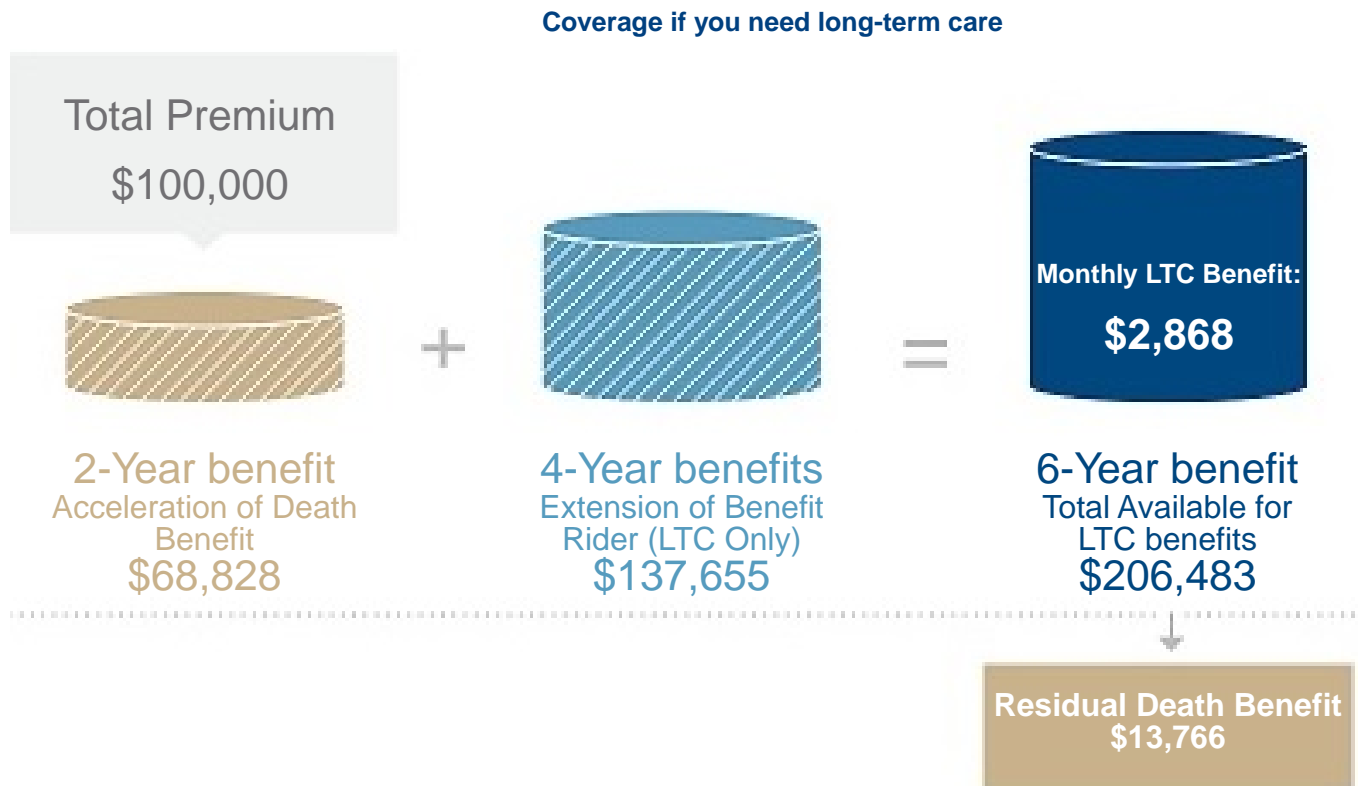
<sup>7</sup> For Single Premium payments, the Return of Premium Value is available starting day one, subject to a vesting schedule. There is a full guaranteed return of all premium starting in year six. Return of Premium is available on 5 and 10 year payment schedules only after the end of the Premium Payment Period and all Required Premium has been paid (minus any loans or withdrawals)



## Nationwide YourLife CareMatters<sup>SM</sup>

LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits

### How the product works.<sup>8</sup>



By allocating \$100,000 of your assets to pay the premium on your Nationwide YourLife CareMatters policy, you'll have \$206,483 in total LTC benefits.

Once the insured qualifies for LTC benefits, monthly payments of \$2,868 will be sent to you, the policy owner, to help pay for care. You will continue to receive these payments for six years, as long as the person insured by the policy is still eligible. If you've banked a portion of your monthly benefit in your benefit banking account, those funds can be used to cover expenses beyond the six years. You can also use your banked funds to help cover costs that exceed your usual monthly benefits.

Even if you have collected all of the LTC benefits, a guaranteed minimum death benefit of \$13,766 is paid to your beneficiary.

And if you never need LTC, you can either:

- Keep your policy and your beneficiary will receive a death benefit of \$110,000 (minus any loans or withdrawals you may have taken from the policy) **OR**
- Have some or all of your initial premium (plus any growth) returned to you through our money back option

<sup>8</sup> This scenario assumes no Loans, Partial Surrenders, or LTC Benefits have been taken. This scenario assumes benefits are paid at age 95. The actual benefits may be higher please refer to the tabular detail.



## Nationwide YourLife CareMatters<sup>SM</sup>

LIFE INSURANCE WITH  
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### Why Nationwide?

#### Who we are

We're part of a strong and stable mutual company with an 80-year heritage. Nationwide Financial is focused on helping clients prepare for and live well in retirement. With our long-term approach to investing and our highly diversified business portfolio, Nationwide has stability that other firms might lack.

U.S.-based  
Fortune 100  
company<sup>8</sup>

A+

"Superior"

A.M. Best  
2nd strongest of 16  
Received 10/17/02  
Affirmed 3/19/15<sup>9</sup>

A1

"Good"

Moody's  
5th strongest of 21  
Received 3/10/09  
Affirmed 9/12/13<sup>10</sup>

A+

"Strong"

Standard & Poor's  
5th strongest of 22  
Received 12/22/08  
Affirmed 5/1/15<sup>11</sup>

These ratings and rankings reflect rating agency assessment of the financial strength and claims paying ability of 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. The dates above reflect the most recent ratings at the time of print. They are subject to change at any time.

#### Our values

When you do business with Nationwide, you join us as a force for good in the community.

**\$310 million**

donated by the Nationwide Insurance Foundation to more than 3,000 nonprofit organizations since 2000<sup>13</sup>

**A \$50 million grant**

from the Nationwide Insurance Foundation to Nationwide Children's Hospital in 2006, the second-largest philanthropic gift ever made to a U.S. hospital at that time<sup>13</sup>

**16,000 units of blood**

donated to the American Red Cross and local blood banks by Nationwide associates annually in 2012<sup>13</sup>

**114,000 volunteer hours**

from Nationwide associates in 2012<sup>13</sup>

**\$97 million**

in associate, agent and retiree pledges to United Way since 2000<sup>13</sup>

**18 million meals**

donated by Nationwide associates to Feeding America member food banks since 2000

<sup>8</sup> Based on revenue, Fortune (May 2012); <http://fortune.com/fortune500/nationwide-85/>

<sup>9</sup> Based on A.M. Best assessment; <https://www.moody.com/page/search.aspx?tb=1&luar=Nationwide>

<sup>10</sup> Based on Moody's assessment; [http://www3.ambest.com/ratings/entities/SearchResults.aspx?URatingId=2699790&bl=0&AltSrc=25&PPP=&AltNum=0&Ext\\_User=&Ext\\_Misc=&Portal=0](http://www3.ambest.com/ratings/entities/SearchResults.aspx?URatingId=2699790&bl=0&AltSrc=25&PPP=&AltNum=0&Ext_User=&Ext_Misc=&Portal=0)

<sup>11</sup> Based on Standard & Poor's assessment; [https://www.standardandpoors.com/en\\_US/web/guest/ratings/entity/-/org-details/sectorCode/INS/entityId/113005](https://www.standardandpoors.com/en_US/web/guest/ratings/entity/-/org-details/sectorCode/INS/entityId/113005)

<sup>13</sup> 2012 Office of Corporate Citizenship and the Nationwide Insurance Foundation.

**Nationwide YourLife CareMatters<sup>SM</sup>****LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

## Narrative Summary

**About this  
Proposal**

Payment of the single premium, or paying all premiums during the five or ten year premium payment period, guarantees that the policy will not lapse as long as no policy loans are taken.

This proposal assumes that the premium is paid on the first day of each policy year.

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

**Proposal  
Details**

**Total Required Premium - \$100,000** is the sum of all Scheduled Premiums you must pay, based on the Premium Payment Period. The Premium Payment Period is the period during which the Scheduled Premium will be due and must be selected at issue. This proposal assumes a single premium. As long as the premium obligation is met and no loans or partial surrenders are taken, the quoted benefits are guaranteed.

**Return of Premium - \$100,000** For Single Premium payments, the Return of Premium Value is available starting day one, subject to a vesting schedule. There is a guaranteed return of all premium starting in year six (minus any loans or withdraws). Return of Premium is available on 5 and 10 year payment schedules only after the end of the Premium Payment Period and all Required Premium has been paid (minus any loans or withdraws).

**Vesting schedule (single-pay):**

Months 1-12: 85%  
Months 13-24: 88%  
Months 25-36: 91%  
Months 37-48: 94%  
Months 49-60: 97%  
Months 61+: 100%

**Total Long-Term Care (LTC) Benefits - \$206,483** is the total maximum amount of LTC benefits available to you from your Nationwide YourLife CareMatters<sup>SM</sup> policy. This amount does not include the Inflation Protection Option you may have elected.

**Maximum Monthly LTC Benefit - \$2,868** is the amount you will be paid every month if you choose to receive the full LTC benefit amount. It does not include amounts that might be provided by any inflation protection option you might have elected.

**Specified Amount - \$68,828** is the amount used to determine LTC benefits and the death benefits. It is also used to determine Policy Charges and Deductions from the Accumulated Value. The Specified Amount is not the same as the Net Death Benefit. Therefore, to determine the current amount of the death benefit, please refer to the definition of Net Death Benefit or tabular detail.



**Nationwide YourLife CareMatters<sup>SM</sup>****LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

## Narrative Summary

**Proposal  
Details  
(continued)**

**Guaranteed Minimum Death Benefit - \$13,766** is 20% of the Specified Amount quoted. As long as your policy stays in force, we guarantee we will pay your beneficiaries a death benefit, even if the death benefit amount quoted is exhausted by the payment of LTC benefits. This death benefit may be lower if loans or partial surrenders are taken.

**Inflation Protection Option (Inflation Protection Rider ICC13-NWLA-468) - 5% Compound** is the inflation option you elected. Nationwide YourLife CareMatters<sup>SM</sup> offers an Inflation Protection Option of either 3% Simple or 5% Compound interest. The monthly benefit provided by the Inflation Protection Rider is not included in the Total LTC Benefit Amount. The monthly Inflation Protection Rider amount is in addition to the Maximum Monthly LTC Benefit amount provided by the LTC Rider, or the LTCEB Rider if elected. This rider must be selected at the time of application and can not be changed after issue.

**LTC Specified Benefit Period - 6 years** is the benefit period you have selected. This represents the total period of time LTC benefits may be paid under your policy if the maximum LTC benefit is taken continuously. This includes a 2 Year LTC Rider Specified Acceleration Period and a 4 Year LTC Extension of Benefits Rider Specified Extension Period. Your specified benefit period must be selected at the time of the application and may not be changed after issue. However, taking less than the Maximum Monthly LTC Benefit may extend the length of time payments are received.

**LTC Rider (Form # ICC13-NWLA-466)** - is the rider that provides LTC benefits as an acceleration of the death benefit.

**LTC Extension of Benefits Rider (Form # ICC13-NWLA-467)** - is the rider that provides benefits once the benefits provided by the LTC rider are exhausted.

**Key Policy  
Features &  
Terms****Accelerated Death Benefit (ADB) for Terminal Illness Rider (ICC13-NWLA-495)**

- The ADB Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time the claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide does not provide tax or legal advice, so you should consult your personal financial advisor to assess the impact of this benefit.
- Nationwide reserves the right to require the base policy Specified Amount be at least \$50,000 on the Benefit Effective Date; the remaining Specified Amount, after payment of the ADB Rider Benefit, must be at least the minimum Specified Amount.
- The maximum amount of the ADB Rider Benefit to be paid if the insured meets the requirements of the Eligibility and Conditions for Payment section of the ADB Rider cannot exceed 50% of the base policy Eligible Specified Amount.

**Accumulated Value** - is the amount of premium paid, minus premium loads and administrative charges, minus monthly deductions for cost of insurance and rider charges, minus any partial surrenders, plus interest credited.

**Cash Value** - is an amount equal to the greater of:

**Nationwide YourLife CareMatters<sup>SM</sup>****LIFE INSURANCE WITH  
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## Narrative Summary

**Key Policy  
Features &  
Terms  
(continued)**

- a. the Accumulated Value of this Policy;
- b. the Guaranteed Cash Value; or
- c. Return of Premium Value

**Cash Surrender Value** - is an amount equal to the greater of:

- a. the Accumulated Value of this policy less any surrender charge;
- b. the Guaranteed Cash Value; or
- c. Return of Premium Value

**Cumulative Net Payments** - is the sum of Premiums paid minus any partial surrenders.

**Eligibility Requirements** - In order to receive benefits, no exclusions must apply, and the following requirements must be met:

- We must receive certification from a Licensed Health Care Practitioner that the insured has a severe cognitive impairment or can not perform 2 out of 6 activities of daily living: bathing, toileting, transferring, eating, dressing, continence.
- A one-time 90 day elimination period must be met.
- The insured receives the appropriate qualified long-term care services stated under their customized plan of care.
- If your policy had been assigned, the assignee's consent to the payments must be obtained before LTC benefits will be paid.

**Excess Benefit Account (EBA)** - is an optional benefit banking service provided at the time of claim. The EBA is a secure money market account separately established for the policy owner at Nationwide Bank. It provides the policy owner the opportunity to hold for later use, a portion of the monthly LTC benefits they have received from the policy.

**Family Caregiver** - Benefits can be used to pay a family member, or any other individual deemed appropriate by the Licensed Health Care Practitioner under the insured's customized plan of care. Paying a family member may have tax implications; please consult a tax professional to assess the impact of this option.

**Guaranteed Cash Value** - is the applicable amount (based on the insured's Attained Age) from the table of the Guaranteed Cash value. Please refer to the net surrender value report.

**Indemnity Style Benefits** - Once your claim is approved, no monthly bills or receipts will need to be submitted, and the full monthly LTC benefit will be paid directly to the policy owner.

**International Benefits** - If you are receiving Qualified Long-Term Care services outside of the United States, its territories or possessions, the International LTC benefit payments will be no greater than 50% of the Maximum Monthly LTC Rider Benefit Amount and 50% of the monthly inflation amount. International benefits are not available under the LTCEB rider. Please refer to the client guide for further information on this benefit.



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## Narrative Summary

### Key Policy Features & Terms (continued)

**IRC Section 7702** - provides for the Cash Value Accumulation Test (CVAT). The CVAT is one of two alternative tests that can be selected at issue of a life insurance policy. The CVAT test requires we pay a minimum death benefit based on Corridor factors. These factors are defined in section 7702 of the IRS code, and are dependent upon age, class, gender, and rating. If the amount calculated using these Corridor factors in the CVAT is greater than the Specified Amount, then the "Death Benefit" is that higher amount as calculated.

**IRC Section 7702B** - The LTC Rider and the LTCEB Rider are intended to be qualified long-term care insurance contracts under Section 7702B of the Internal Revenue Code of 1986, as amended.

**Issue Age** - is the insured's age on the last birthday on or before the policy issue date.

**Licensed Health Care Practitioner** - A Physician, as defined in § 1861 (r)(1) of the Social Security Act, as amended; a registered professional nurse; licensed social worker; or other individual who meets requirements prescribed by the Secretary of the Treasury. The Licensed Health Care Practitioner must be acting within the scope of his or her license when providing: (a) a certification and/or recertification that the insured is Chronically Ill; or (b) an individualized Plan of Care for the Insured.

**Loans (Indebtedness)** - is the amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy loan interest rate of 4.00% as defined in the policy. Any outstanding policy indebtedness will result in a reduction in the policy's Cash Surrender Value, Death Benefit, Total LTC Benefit and Monthly LTC Benefit.

**Maximum Monthly LTC Inflation Protection Rider Benefit** - is the full amount of the benefit available under the LTC Inflation Protection Rider after the Maximum Monthly LTC Benefit is taken. This amount is in addition to the Maximum Monthly LTC Benefit. Please consult your policy specification pages for details.

**Modified Endowment Contract (MEC)** - This proposal is a MEC as defined by the guidelines of a MEC as defined by Section 7702A of the Internal Revenue Code. A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Withdrawals and loans from these contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts. This does not apply to distributions for LTC benefits.

**Nationwide Care Guide Network<sup>®</sup>** - is a service provided by a non-affiliated third party and included at no additional charge. It provides policy owners, insureds and their family members, with free consultations and tailored information to help implement your plan of care. You have no obligation to use these services which are currently provided through a non-affiliated third party. There is no separate additional charge for this service. This service is subject to availability.

**Net Surrender Value** - is the Cash Surrender Value of this policy minus any indebtedness and minus the Unpaid Monthly Deductions Account if applicable..



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## Narrative Summary

### Key Policy Features & Terms (continued)

**Net Death Benefit** - is the death benefit amount that would be paid to your beneficiary in the event of the insured's death. This amount is net of any outstanding Policy Indebtedness and LTC benefits paid. Assuming no Loans, Partial Surrenders or LTC Benefits have been paid, this amount will never be less than the total Premiums paid. The Net Death Benefit may be higher in some years based on the Specified Amount, Accumulated Value, Guaranteed Cash Value, Return of Premium Value, and the IRC 7702 corridor factors.

**Partial Surrenders** - is the amount taken as partial surrenders during the policy year. Partial Surrenders will result in the reduction of the Cash Surrender Value, Death Benefit, Total LTC Benefit and Monthly LTC Benefit.

**Scheduled Premium** - is the amount of Premium required on the first day of the premium payment frequency for the Premium Payment Period you selected.

**Surrender Charges** - is the amount deducted from the Accumulated Value in the event the policy owner surrenders the policy for cash during the applicable period. The actual surrender charge deducted may be limited by the cash surrender value guarantee on the date of surrender. At no time will the deduction of the surrender charge cause the policy owner to owe additional funds to Nationwide.

**Total Monthly Benefit** - is the total benefit amount available to you every month. If an inflation protection option is elected, the Total Monthly Benefit you receive will be the Maximum Monthly LTC Benefit plus the Maximum Monthly Inflation Benefit. The full Maximum Monthly LTC Benefit must be taken before the Inflation Protection Rider Benefit is available.



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**LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

**Prepared For:** Valued Client // Male/60/Single Non-Tobacco  
**IRC Section 7702:** Cash Value Accumulation Test  
**Total LTC Benefit:** \$206,482.59  
**Maximum Monthly LTC Benefit:** \$2,867.81  
**Scheduled Premium:** \$100,000.00 Annual  
**LTC Specified Benefit Period:** 6 years  
**Specified Amount:** \$68,827.53  
**Premium Payment Period:** Single Premium  
**Guaranteed Minimum Death Benefit:** \$13,766  
**Inflation Protection Option:** 5% Compound

**Tabular Detail**

						All Values and Benefits Guaranteed Guaranteed 2.00% Interest Rate				
End of Year	Age	Scheduled Premium	Cash Value	Net Surrender Value	Net Death Benefit	Total LTC Benefit (Excludes Inflation)	Max Monthly LTC Benefit** (Excludes Inflation)	Max Monthly Inflation Rider Benefit**	Total Monthly Benefit	Total Benefit*** (Total LTC Benefit Plus Inflation)
1	61	100,000	92,433	85,000	194,110	206,483	2,868	0	2,868	234,079
2	62	0	89,788	88,000	183,167	206,483	2,868	143	3,011	245,783
3	63	0	91,000	91,000	180,180	206,483	2,868	294	3,162	258,072
4	64	0	94,000	94,000	181,420	206,483	2,868	452	3,320	270,976
5	65	0	97,000	97,000	182,360	206,483	2,868	618	3,486	284,525
<b>Total</b>		<b>100,000</b>								
6	66	0	100,000	100,000	183,000	206,483	2,868	792	3,660	298,751
7	67	0	100,000	100,000	178,000	206,483	2,868	975	3,843	313,688
8	68	0	100,000	100,000	174,000	206,483	2,868	1,167	4,035	329,373
9	69	0	100,000	100,000	169,000	206,483	2,868	1,369	4,237	345,841
10	70	0	100,000	100,000	165,000	206,483	2,868	1,581	4,449	363,134
<b>Total</b>		<b>100,000</b>								
11	71	0	100,000	100,000	161,000	206,483	2,868	1,804	4,671	381,290
12	72	0	100,000	100,000	157,000	206,483	2,868	2,037	4,905	400,355
13	73	0	100,000	100,000	154,000	206,483	2,868	2,282	5,150	420,372
14	74	0	100,000	100,000	150,000	206,483	2,868	2,540	5,408	441,391
15	75	0	100,000	100,000	147,000	206,483	2,868	2,810	5,678	463,461
<b>Total</b>		<b>100,000</b>								
16	76	0	100,000	100,000	144,000	206,483	2,868	3,094	5,962	486,634
17	77	0	100,000	100,000	141,000	206,483	2,868	3,392	6,260	510,965
18	78	0	100,000	100,000	138,000	206,483	2,868	3,705	6,573	536,514
19	79	0	100,000	100,000	135,000	206,483	2,868	4,034	6,902	563,339
20	80	0	100,000	100,000	133,000	206,483	2,868	4,379	7,247	591,506
<b>Total</b>		<b>100,000</b>								

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*\* The Max Monthly LTC Benefit + the Max Monthly Inflation Rider Benefit = The Total Monthly Benefit available. The full Max Monthly LTC Benefit must be taken before the Monthly Inflation Protection Rider Benefit can be taken. The benefit provided by the Inflation Rider will not be added to, nor will it increase or decrease the Total LTC Benefit, the Maximum Lifetime LTC Rider Benefit Amount, the Maximum Lifetime LTCEB Rider Benefit Amount or the Lifetime Total Maximum Amount of LTC Benefits.

\*\*\* The values shown assume you collect the full amount of LTC Benefits continuously for the full six year LTC Specified Benefit Period you elected and you are receiving qualified LTC services in the United States. Any Monthly Inflation Rider Benefit not taken in a given month will be forfeited. Benefits shown are cumulative over the six year LTC Specified Benefit Period you elected. For example, if you go on claim in year 11 the total benefit \$381,290 would encompass claim years 11-16.



**Nationwide YourLife CareMatters<sup>SM</sup>**

**LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

**Prepared For:** Valued Client // Male/60/Single Non-Tobacco  
**IRC Section 7702:** Cash Value Accumulation Test  
**Total LTC Benefit:** \$206,482.59  
**Maximum Monthly LTC Benefit:** \$2,867.81  
**Scheduled Premium:** \$100,000.00 Annual  
**LTC Specified Benefit Period:** 6 years  
**Specified Amount:** \$68,827.53  
**Premium Payment Period:** Single Premium  
**Guaranteed Minimum Death Benefit:** \$13,766  
**Inflation Protection Option:** 5% Compound

**Tabular Detail**

						All Values and Benefits Guaranteed Guaranteed 2.00% Interest Rate				
End of Year	Age	Scheduled Premium	Cash Value	Net Surrender Value	Net Death Benefit	Total LTC Benefit (Excludes Inflation)	Max Monthly LTC Benefit** (Excludes Inflation)	Max Monthly Inflation Rider Benefit**	Total Monthly Benefit	Total Benefit*** (Total LTC Benefit Plus Inflation)
21	81	0	100,000	100,000	131,000	206,483	2,868	4,741	7,609	621,082
22	82	0	100,000	100,000	128,000	206,483	2,868	5,122	7,990	652,136
23	83	0	100,000	100,000	126,000	206,483	2,868	5,521	8,389	684,742
24	84	0	100,000	100,000	124,000	206,483	2,868	5,941	8,809	718,980
25	85	0	100,000	100,000	123,000	206,483	2,868	6,381	9,249	754,929
<b>Total</b>		<b>100,000</b>								
26	86	0	100,000	100,000	121,000	206,483	2,868	6,844	9,711	792,675
27	87	0	100,000	100,000	119,000	206,483	2,868	7,329	10,197	832,309
28	88	0	100,000	100,000	118,000	206,483	2,868	7,839	10,707	873,924
29	89	0	100,000	100,000	117,000	206,483	2,868	8,374	11,242	917,620
30	90	0	100,000	100,000	115,000	206,483	2,868	8,936	11,804	963,501
<b>Total</b>		<b>100,000</b>								
31	91	0	100,000	100,000	114,000	206,483	2,868	9,527	12,395	1,011,676
32	92	0	100,000	100,000	113,000	206,483	2,868	10,146	13,014	1,062,260
33	93	0	100,000	100,000	112,000	206,483	2,868	10,797	13,665	1,115,373
34	94	0	100,000	100,000	111,000	206,483	2,868	11,480	14,348	1,171,142
35	95	0	100,000	100,000	110,000	206,483	2,868	12,198	15,066	1,229,699
<b>Total</b>		<b>100,000</b>								
36	96	0	100,000	100,000	109,000	206,483	2,868	12,951	15,819	1,291,184
37	97	0	100,000	100,000	108,000	206,483	2,868	13,742	16,610	1,355,743
38	98	0	100,000	100,000	107,000	206,483	2,868	14,573	17,440	1,423,530
39	99	0	100,000	100,000	105,000	206,483	2,868	15,445	18,312	1,494,707
40	100	0	100,000	100,000	103,000	206,483	2,868	16,360	19,228	1,569,442
<b>Total</b>		<b>100,000</b>								

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*\* The Max Monthly LTC Benefit + the Max Monthly Inflation Rider Benefit = The Total Monthly Benefit available. The full Max Monthly LTC Benefit must be taken before the Monthly Inflation Protection Rider Benefit can be taken. The benefit provided by the Inflation Rider will not be added to, nor will it increase or decrease the Total LTC Benefit, the Maximum Lifetime LTC Rider Benefit Amount, the Maximum Lifetime LTCEB Rider Benefit Amount or the Lifetime Total Maximum Amount of LTC Benefits.

\*\*\* The values shown assume you collect the full amount of LTC Benefits continuously for the full six year LTC Specified Benefit Period you elected and you are receiving qualified LTC services in the United States. Any Monthly Inflation Rider Benefit not taken in a given month will be forfeited. Benefits shown are cumulative over the six year LTC Specified Benefit Period you elected. For example, if you go on claim in year 11 the total benefit \$381,290 would encompass claim years 11-16.



**Nationwide YourLife CareMatters<sup>SM</sup>**

**LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

**Prepared For:** Valued Client // Male/60/Single Non-Tobacco  
**IRC Section 7702:** Cash Value Accumulation Test  
**Total LTC Benefit:** \$206,482.59  
**Maximum Monthly LTC Benefit:** \$2,867.81  
**Scheduled Premium:** \$100,000.00 Annual  
**LTC Specified Benefit Period:** 6 years  
**Specified Amount:** \$68,827.53  
**Premium Payment Period:** Single Premium  
**Guaranteed Minimum Death Benefit:** \$13,766  
**Inflation Protection Option:** 5% Compound

**Tabular Detail**

						All Values and Benefits Guaranteed Guaranteed 2.00% Interest Rate				
End of Year	Age	Scheduled Premium	Cash Value	Net Surrender Value	Net Death Benefit	Total LTC Benefit (Excludes Inflation)	Max Monthly LTC Benefit** (Excludes Inflation)	Max Monthly Inflation Rider Benefit**	Total Monthly Benefit	Total Benefit*** (Total LTC Benefit Plus Inflation)
41	101	0	100,000	100,000	100,000	206,483	2,868	17,322	20,189	1,647,914
42	102	0	100,000	100,000	100,000	206,483	2,868	18,331	21,199	1,730,310
43	103	0	100,000	100,000	100,000	206,483	2,868	19,391	22,259	1,816,826
44	104	0	100,000	100,000	100,000	206,483	2,868	20,504	23,372	1,907,667
45	105	0	100,000	100,000	100,000	206,483	2,868	21,672	24,540	2,003,050
<b>Total</b>		<b>100,000</b>								
46	106	0	100,000	100,000	100,000	206,483	2,868	22,899	25,767	2,103,203
47	107	0	100,000	100,000	100,000	206,483	2,868	24,188	27,056	2,208,363
48	108	0	100,000	100,000	100,000	206,483	2,868	25,541	28,408	2,318,781
49	109	0	100,000	100,000	100,000	206,483	2,868	26,961	29,829	2,434,720
50	110	0	100,000	100,000	100,000	206,483	2,868	28,452	31,320	2,556,456
<b>Total</b>		<b>100,000</b>								
51	111	0	100,000	100,000	100,000	206,483	2,868	30,019	32,886	2,684,279
52	112	0	100,000	100,000	100,000	206,483	2,868	31,663	34,531	2,818,493
53	113	0	100,000	100,000	100,000	206,483	2,868	33,389	36,257	2,959,417
54	114	0	100,000	100,000	100,000	206,483	2,868	35,202	38,070	3,107,388
55	115	0	100,000	100,000	100,000	206,483	2,868	37,106	39,974	3,262,758
<b>Total</b>		<b>100,000</b>								
56	116	0	100,000	100,000	100,000	206,483	2,868	39,104	41,972	3,262,758
57	117	0	100,000	100,000	100,000	206,483	2,868	41,203	44,071	3,262,758
58	118	0	100,000	100,000	100,000	206,483	2,868	43,407	46,274	3,262,758
59	119	0	100,000	100,000	100,000	206,483	2,868	45,720	48,588	3,262,758
60	120	0	100,000	100,000	100,000	206,483	2,868	48,150	51,017	3,262,758
<b>Total</b>		<b>100,000</b>								

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*\* The Max Monthly LTC Benefit + the Max Monthly Inflation Rider Benefit = The Total Monthly Benefit available. The full Max Monthly LTC Benefit must be taken before the Monthly Inflation Protection Rider Benefit can be taken. The benefit provided by the Inflation Rider will not be added to, nor will it increase or decrease the Total LTC Benefit, the Maximum Lifetime LTC Rider Benefit Amount, the Maximum Lifetime LTCEB Rider Benefit Amount or the Lifetime Total Maximum Amount of LTC Benefits.

\*\*\* The values shown assume you collect the full amount of LTC Benefits continuously for the full six year LTC Specified Benefit Period you elected and you are receiving qualified LTC services in the United States. Any Monthly Inflation Rider Benefit not taken in a given month will be forfeited. Benefits shown are cumulative over the six year LTC Specified Benefit Period you elected. For example, if you go on claim in year 11 the total benefit \$381,290 would encompass claim years 11-16.



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LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits

**Input Summary - Ledger**  
**Case File: [Untitled]**

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**Screen: Insured**

Revised Illustration?	No	Issue Age or D.O.B. (mm/dd/yyyy)	60
Issue State	IL	Tobacco User?	No
First Name	Valued	Married / Civil Union / Domestic Partnership?	No
Last Name	Client		
Sex	Male		

---

**Screen: Face Amount and Premium**

Specify Premium or Benefit	Premium	Benefit Duration	6
Premium or Benefit Amount	100000	Inflation Benefit Option	5% Compound
Scheduled Premium	Single Premium	1035 Exchange?	No
Premium Mode	Annual		

---

**Screen: Interest Rate and Income**

Guaranteed Rate

---

**Screen: Output Design**

General Ledger	Yes	Quick View	Yes
Premium Summary	Yes	Annual Cost Summary	No
Display IRR Column	No	OCC Report	No
Input Summary	Yes	Monthly Cost Summary	No

---





**Nationwide YourLife CareMatters<sup>SM</sup>**

**LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

## Nationwide YourLife CareMatters<sup>SM</sup> Frequently Asked Questions

### **What is the difference between Cash Indemnity benefits and Reimbursement Plans?**

*Cash Indemnity plans* provide a monthly check for the maximum amount of LTC benefit you qualify for, even if your expenses are less or you are not paying a caregiver, because it is not based on actual expenses incurred. No bills, receipts or any other type of monthly paperwork is required. Nationwide's LTC benefit is a cash indemnity plan.

*Reimbursement plans* require the submission of bills and receipts each month. They will only cover LTC specific charges, and you (or the facility) will only be reimbursed for the exact amount of qualifying expenses up to the maximum benefit amount.

### **Are there any limits as to how I can spend my monthly LTC benefit?**

No - once you qualify for benefits, a check (up to the maximum amount you qualify for) is sent monthly to the policy owner. In addition to LTC costs, excess funds (up to the maximum amount you qualify for) may be used as needed for expenses such as medical bills or adaptive equipment for the home.

### **Do I have to take the maximum benefit amount?**

No - you may take any benefit amount, up to the Maximum Monthly LTC Benefit amount. Taking less benefit can extend the period of time LTC benefits are paid.

### **How can benefit banking help me?**

You can use those banked funds at any time to help cover some costs that exceed your usual monthly benefit, or to pay for other expenses you choose.

### **How does the Inflation Protection Rider affect my policy?**

The Inflation Protection Rider, if elected, will provide an additional amount to your Maximum Monthly LTC Benefit. The additional benefit provided by the LTC Inflation Protection Rider increases on an annual basis to help offset rising LTC costs. Benefits provided by the LTC Inflation Protection Rider are in addition to the Total LTC Benefits and Maximum Monthly LTC Benefit available. The Maximum Monthly LTC Benefit must be taken before the LTC Inflation Protection Rider Benefit can be received. Any benefits received under the LTC Inflation Protection Rider do not reduce the total LTC Benefits available and will also not increase the total LTC Specified Benefit Period.

### **Will there still be a death benefit if I start using LTC benefits?**

Yes, your beneficiaries will receive either the policy death benefit reduced by the LTC benefits paid or the minimum death benefit, whichever is greater.

### **Can the policy lapse while I am collecting LTC benefits?**

No - While on claim, the monthly LTC Rider charge, and monthly LTCEB Rider charge if the LTCEB Rider is elected, will be waived. However, other monthly deductions under the base Policy will continue to be charged. While LTC benefits are being received, the Policy and attached riders will not lapse.

If the Accumulated Value is insufficient to cover all other monthly deductions, any other monthly deductions that would otherwise cause the Accumulated Value to be less than zero will be waived while on claim. This includes monthly deductions for other In Force riders.

If there is Policy Indebtedness, as soon as you are no longer on claim, you may have to make sufficient loan repayment to prevent your Policy from lapsing.



## Nationwide YourLife CareMatters<sup>SM</sup>

### LIFE INSURANCE WITH Cash Indemnity Long-term Care Benefits

#### What is HIPAA?

HIPAA stands for the Health Insurance Portability and Accountability Act. HIPAA establishes a per diem amount that is used to help determine how much tax free LTC benefits a person may collect. This amount usually increases each year. For 2018, it is \$360 per day (or \$10,800 in a 30 day month).

#### How much of my LTC benefit will be tax-free?

The amount of LTC benefits you are allowed to receive tax-free is the greater of: the HIPAA per diem amount for the given year - OR - actual LTC costs incurred. If you are collecting LTC benefits from more than one policy and are not careful, it is possible for some of your benefit to be taxable. Because Nationwide allows you to take less than your qualifying benefit, you may be able to manage your LTC benefits so as not to incur taxes. Please consult your tax professional for further information.

#### Do I have access to my cash value?

Yes, loans and partial surrenders are allowed on this policy. However, loans and partial surrenders will decrease the death and LTC benefits.

#### Why is the death benefit higher at issue?

To qualify as a life insurance contract under federal law and receive favorable tax treatment, IRS regulations limit the amount of the contract's cash value relative to the death benefit. This limitation results in the spread between the cash value and the death benefit payout based on your age and is why your death benefit shown on this proposal may be larger at issue.

**Keep in mind that different plan designs may have various tax implications. Federal income tax laws are complex and subject to change. Neither Nationwide nor its representatives give legal or tax advice. Please have your client consult an attorney or tax advisor for answers to specific questions.**

**Keep in mind that as an acceleration of the death benefit, the LTC rider payout will reduce both the death benefit and cash values. Care should be taken to make sure that your clients' life insurance needs continue to be met even if the rider pays out in full. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care as these vary with the needs of each insured.**

**As your clients' personal situations change (i.e., marriage, birth of a child or job promotion), so will their life insurance needs. Care should be taken to ensure that 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 include costs of insurance that vary with such characteristics as gender, health and age, and has additional charges for riders that customize a policy to fit their individual needs.**

**Not all Nationwide products and services are suitable for all clients or situations. There may be products, issued by other companies, which better suit your client's goals. Be sure to consider your client's objectives, their need for cash flow and liquidity, and overall risk tolerance when using any strategy.**

**Policy loans or partial surrenders affect the amount available for LTC benefits payouts. The examples that follow are based on no loans or partial surrenders being taken, and assume all required premium is paid as agreed.**

**If the insured receives care outside the United States, its territories or possessions, certain limitations and restrictions on benefits will apply.**

**Guarantees are subject to the claims-paying ability of Nationwide Life and Annuity Insurance Company. The financial strength of Nationwide is not intended to reflect the investment experience of a variable account which is subject to market risk.**

**Approval for coverage under the policy and LTC riders is subject to underwriting and may require a medical exam.**

**Life Insurance underwritten by the Nationwide Life and Annuity Insurance Company, Columbus, Ohio.**



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**LIFE INSURANCE WITH  
Cash Indemnity Long-term Care Benefits**

**Prepared For:** Valued Client // Male/60/Single Non-Tobacco

**IRC Section 7702:** Cash Value Accumulation Test

**Total LTC Benefit:** \$206,482.59

**Maximum Monthly LTC Benefit:** \$2,867.81

**Scheduled Premium:** \$100,000.00 Annual

**LTC Specified Benefit Period:** 6 years

**Specified Amount:** \$68,827.53

**Premium Payment Period:** Single Premium

**Guaranteed Minimum Death Benefit:** \$13,766

**Inflation Protection Option:** 5% Compound

## Signature Page

**Proposal as shown is a Modified Endowment Contract.**

I have received a copy of this proposal. I also understand this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_  
Applicant/Policy Owner

\_\_\_\_\_  
Date

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_  
Sales Representative

\_\_\_\_\_  
Date

Life Insurance underwritten by the Nationwide Life and Annuity Insurance Company, Columbus, Ohio.



## Nationwide YourLife CareMatters<sup>SM</sup>

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## Net Surrender Value Report

- A. Return of Premium Value
- B. Guaranteed Cash Value
- C. Accumulated Value Less Surrender Charges
- D. **Net Surrender Value** - the Cash Surrender Value less any amounts owed on your policy; where the Cash Surrender Value is the greatest of (A,B,C) defined above. Net Surrender Value is the amount the policy owner would receive if a full surrender was effected.

The Tabular Detail section of the illustration will always reflect the greatest of (A,B,C), less policy indebtedness.

End of Year	Age	(A) Return Of Premium	(B) Guaranteed Cash Value	(C) Accumulated Value Less Surrender Charges	(D) Net Surrender Value
1	61	85,000	30,992	84,433	85,000
2	62	88,000	31,986	82,288	88,000
3	63	91,000	32,988	80,032	91,000
4	64	94,000	33,996	77,618	94,000
5	65	97,000	35,011	75,044	97,000
6	66	100,000	36,033	72,315	100,000
7	67	100,000	37,067	69,480	100,000
8	68	100,000	38,114	67,028	100,000
9	69	100,000	39,175	64,484	100,000
10	70	100,000	40,250	61,828	100,000
11	71	100,000	41,332	60,052	100,000
12	72	100,000	42,417	56,143	100,000
13	73	100,000	43,496	52,065	100,000
14	74	100,000	44,569	47,858	100,000
15	75	100,000	45,640	43,498	100,000
16	76	100,000	46,707	38,989	100,000
17	77	100,000	47,767	34,329	100,000
18	78	100,000	48,814	29,514	100,000
19	79	100,000	49,839	24,542	100,000
20	80	100,000	50,837	19,354	100,000
21	81	100,000	51,805	13,950	100,000
22	82	100,000	52,740	8,417	100,000
23	83	100,000	53,646	2,697	100,000
24	84	100,000	54,522	0	100,000
25	85	100,000	55,363	0	100,000



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The Tabular Detail section of the illustration will always reflect the greatest of (A,B,C), less policy indebtedness.

End of Year	Age	(A) Return Of Premium	(B) Guaranteed Cash Value	(C) Accumulated Value Less Surrender Charges	(D) Net Surrender Value
26	86	100,000	56,164	0	100,000
27	87	100,000	56,920	0	100,000
28	88	100,000	57,627	0	100,000
29	89	100,000	58,285	0	100,000
30	90	100,000	58,891	0	100,000
31	91	100,000	59,455	0	100,000
32	92	100,000	59,987	0	100,000
33	93	100,000	60,488	0	100,000
34	94	100,000	60,958	0	100,000
35	95	100,000	61,393	0	100,000
36	96	100,000	61,800	0	100,000
37	97	100,000	62,188	0	100,000
38	98	100,000	62,557	0	100,000
39	99	100,000	62,901	0	100,000
40	100	100,000	63,213	0	100,000
41	101	100,000	63,496	0	100,000
42	102	100,000	63,771	0	100,000
43	103	100,000	64,042	0	100,000
44	104	100,000	64,306	0	100,000
45	105	100,000	64,564	0	100,000
46	106	100,000	64,816	0	100,000
47	107	100,000	65,063	0	100,000
48	108	100,000	65,305	0	100,000
49	109	100,000	65,542	0	100,000
50	110	100,000	65,774	0	100,000



## Nationwide YourLife CareMatters<sup>SM</sup>

### LIFE INSURANCE WITH Cash Indemnity Long-term Care Benefits

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**Scheduled Premium:** \$100,000.00 Annual

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The Tabular Detail section of the illustration will always reflect the greatest of (A,B,C), less policy indebtedness.

End of Year	Age	(A) Return Of Premium	(B) Guaranteed Cash Value	(C) Accumulated Value Less Surrender Charges	(D) Net Surrender Value
51	111	100,000	66,001	0	100,000
52	112	100,000	66,223	0	100,000
53	113	100,000	66,443	0	100,000
54	114	100,000	66,659	0	100,000
55	115	100,000	66,874	0	100,000
56	116	100,000	67,088	0	100,000
57	117	100,000	67,308	0	100,000
58	118	100,000	67,541	0	100,000
59	119	100,000	67,819	0	100,000
60	120	100,000	68,506	0	100,000



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## Premium Summary

<b>IP:</b>	<b>\$100,000.00</b>
<b>MEP:</b>	<b>\$5,406.11</b>
<b>NSP:</b>	<b>\$32,668.48</b>

**Initial Premium (IP):** This is the premium which must be paid in the first policy year prior to the policy taking effect. This is the same amount as the Scheduled Premiums used to determine the Specified Amount.

**Modified Endowment Premium (MEP):** As defined by the IRC Section 7702A, this premium represents the level annual premium required for seven years to mature the policy under guaranteed mortality charges at an annual interest rate of 4%.

**Net Single Premium (NSP):** This premium represents the single premium required to mature the policy under mortality charges, as defined in IRC Section 7702, at an annual interest rate of 4%.

Please see the proposal for further information on other important information and features.



## Nationwide YourLife CareMatters<sup>SM</sup>

### LIFE INSURANCE WITH Cash Indemnity Long-term Care Benefits

**Prepared For:** Valued Client // Male/60/Single Non-Tobacco

**IRC Section 7702:** Cash Value Accumulation Test

**Total LTC Benefit:** \$206,482.59

**Maximum Monthly LTC Benefit:** \$2,867.81

**Scheduled Premium:** \$100,000.00 Annual

**LTC Specified Benefit Period:** 6 years

**Specified Amount:** \$68,827.53

**Premium Payment Period:** Single Premium

**Guaranteed Minimum Death Benefit:** \$13,766

**Inflation Protection Option:** 5% Compound

## Quick View

### All Values and Benefits are Guaranteed

LTC Specified Benefit Period	Inflation Protection Option	Specified Amount	Total LTC <sup>1</sup> Benefit	Max Monthly <sup>1</sup> LTC Benefit	Max Monthly Inflation Rider Benefit (age 80)	Total Monthly <sup>2</sup> Benefit (age 80)
2 Years	None	\$160,712	\$160,712	\$6,696	\$0	\$6,696
2 Years	3% Simple	\$121,549	\$121,549	\$5,065	\$2,887	\$7,951
2 Years	5% Compound	\$103,366	\$103,366	\$4,307	\$6,576	\$10,883
3 Years	None	\$163,375	\$163,375	\$4,538	\$0	\$4,538
3 Years	3% Simple	\$131,751	\$131,751	\$3,660	\$2,086	\$5,746
3 Years	5% Compound	\$111,743	\$111,743	\$3,104	\$4,740	\$7,844
4 Years	None	\$144,595	\$289,190	\$6,025	\$0	\$6,025
4 Years	3% Simple	\$98,362	\$196,725	\$4,098	\$2,336	\$6,435
4 Years	5% Compound	\$80,758	\$161,516	\$3,365	\$5,138	\$8,503
5 Years	None	\$154,424	\$257,373	\$4,290	\$0	\$4,290
5 Years	3% Simple	\$118,423	\$197,372	\$3,290	\$1,875	\$5,165
5 Years	5% Compound	\$95,190	\$158,649	\$2,644	\$4,038	\$6,682
6 Years	None	\$141,357	\$424,070	\$5,890	\$0	\$5,890
6 Years	3% Simple	\$97,181	\$291,543	\$4,049	\$2,308	\$6,357
6 Years	5% Compound	\$68,828	\$206,483	\$2,868	\$4,379	\$7,247
7 Years	None	\$147,635	\$344,482	\$4,101	\$0	\$4,101
7 Years	3% Simple	\$112,838	\$263,289	\$3,134	\$1,787	\$4,921
7 Years	5% Compound	N/A	N/A	N/A	N/A	N/A

<sup>1</sup> Does not include additional amounts for any Inflation Protection Option that may have been selected.

<sup>2</sup> The Max Monthly LTC Benefit + the Max Monthly Inflation Rider Benefit = The Total Monthly Benefit available. The full Max Monthly LTC Benefit must be taken before the Monthly Inflation Rider Benefit can be taken.





**1. Insured Information (please print)**

Name: Valued Client SSN: \_\_\_\_\_  
 Date of Birth: \_\_\_\_\_ State of Birth: \_\_\_\_\_ Primary Phone: \_\_\_\_\_  
 Annual Income: \$ \_\_\_\_\_ Net Worth: \$ \_\_\_\_\_ ZIP Code: \_\_\_\_\_  
 Citizenship:  U.S.  Green Card Holder  Other: \_\_\_\_\_  
 Best time to call: \_\_\_\_\_  AM  PM

**The Policy Owner is:**  the Proposed Insured  other than the Proposed Insured

**Health Questions:**

**A:** Has the Proposed Insured used tobacco or nicotine in any form in the last 12 months?  Yes  No  
 If Yes, date last used: \_\_\_\_\_

**B:** Has the Proposed Insured, in the past 10 years, been treated or diagnosed by a member of the medical profession as having diabetes, stroke, cancer, heart disease, Alzheimer's or cognitive disorder, alcoholism, drug abuse, kidney disease or AIDS (Acquired Immune Deficiency Syndrome), any AIDS-related disorder or positive HIV (Human Immunodeficiency Virus) test result?  Yes  No  
 If Yes, Coverage under a Temporary Life Insurance Agreement is not available.

**2. Contract Information**

Will any Life Insurance or Annuities, including those with Long-Term Care coverage, for this or any other Company be replaced, discontinued, reduced or changed if insurance now applied for is issued?  Yes  No  
 If "Yes", attach list and complete appropriate replacement forms. If this is an IRC Sect 1035 Exchange, attach 1035 forms.

**Type of Policy Owner:**  Individual  Employer  Trust  Rabbi Trust  Other: \_\_\_\_\_  
 Name of Owner ( Same as Insured): \_\_\_\_\_ SSN/TIN: \_\_\_\_\_  
 Current Trustee(s): \_\_\_\_\_ Date of Trust (mm/dd/yyyy): \_\_\_\_\_

Check this box if the Trust named is to be the Primary Beneficiary. If a different Trust is named as Primary Beneficiary or a Trust is named as Contingent Beneficiary, provide the Trust information below. When more than one Primary Beneficiary is designated, payments will be made in equal shares to the Primary Beneficiaries surviving the Insured, or in full to the last surviving Primary Beneficiary, unless some other distribution of proceeds is provided.

**Primary Beneficiary(ies)** (allocations must total 100%):

Name:	Relationship:	SSN/TIN:	Phone:
Address:		Date of Birth:	Allocation %:

Name:	Relationship:	SSN/TIN:	Phone:
Address:		Date of Birth:	Allocation %:

**Contingent Beneficiary(ies)** (allocations must total 100%):

Name:	Relationship:	SSN/TIN:	Phone:
Address:		Date of Birth:	Allocation %:

Name:	Relationship:	SSN/TIN:	Phone:
Address:		Date of Birth:	Allocation %:

### 3. Financial Advisor Information (please print)

1. Full Name: \_\_\_\_\_ SSN: \_\_\_\_\_ Split: \_\_\_\_\_%

2. Full Name: \_\_\_\_\_ SSN: \_\_\_\_\_ Split: \_\_\_\_\_%

Primary Case Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Please note that the address listed below will be used for all correspondence, including documentation that the financial advisor must deliver to the client.

Name: \_\_\_\_\_

BGA/Firm associated with the business (if applicable): \_\_\_\_\_

Is this a BGA?  Yes  No

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

### 4. Producer's Certification

I confirm that I have delivered the Outline of Coverage, LTC Insurance Personal Worksheet, Things You Should Know Before You Buy Long-Term Care Insurance, and A Shopper's Guide to Long-Term Care.

Producer's Name: \_\_\_\_\_ Nationwide Number: \_\_\_\_\_

Firm name: \_\_\_\_\_ Phone: \_\_\_\_\_

**Producer's Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_



**Nationwide®**

# Nationwide YourLife® CareMatters<sup>SM</sup> Ticket Instructions

Nationwide Life Insurance Company  
Nationwide Life and Annuity Insurance Company

PO Box 182835, Columbus, OH 43218-2835  
Phone: 800-848-6331 • Fax: 888-677-7393 • nationwide.com

## 1. Submitting a Ticket

**Reminders** - Review the Pre-Qualification Guide for potential declines prior to application submission.

**Permanently Retain** - The originally signed and dated paperwork for your files for future reference.

**Modified Endowment** - Most policies will be MECs. Please review the Sales Proposal to confirm if your case will be a MEC.

**Contract Disclosure (MEC)** - If it is not, do not leave an MEC disclosure form with the client.

**Personal Worksheet** - If the form is not fully completed either by election or missing information, it will cause delays in underwriting the case.

**Provide** - The documents listed in the following sections should be completed/reviewed/provided to the indicated parties:

### 2. Submit to Nationwide

- Ticket
- HIPAA/MIB Form
- Sales Proposal
- Long Term Care (LTC) Personal Worksheet
- NAIC States: Replacement of Life Insurance or Annuities Form<sup>1</sup>
- CareMatters Temporary Insurance Agreement Form<sup>1</sup>
- 1035 Policy Exchange Agreement & Documentation<sup>1</sup>
- Other State Specific Forms
- Signed Receipt of Disclosure Statement for Accelerated Death Benefit for Terminal Illness Rider for AL, AK, CT, DC, IL, IN, KS, KY, LA, MA, MI, MN, MS, MT, NC, OH, OK, OR, TX, VA.

<sup>1</sup>if applicable

### 3. Leave with the Proposed Insured

- Outline of Coverage
- LTC Insurance Personal Worksheet<sup>2</sup>
- Things You Should Know Before You Buy Long-Term Care<sup>2</sup>
- A Shopper's Guide to Long-Term Care Insurance<sup>2</sup>
- Personal History Phone Interview Instructions
- State Specific Forms

<sup>2</sup> You must prepare the Insured that they will also need to provide information on their Annuities, Life, Health, and LTC contracts that are in force or have been terminated in the last 12 months during the personal history interview.

## 4. Submission Instructions

### Fax or E-Mail For Fastest Service

Fax: 888-677-7393  
E-Mail: LifeApps@nationwide.com

### Regular Mail

Nationwide Life Insurance Company  
PO Box 182835  
Columbus, OH 43218-2835

### Express Mail

Nationwide Financial Life Operations  
RR1-04-D4  
5100 Rings Road  
Dublin, OH 43017-1522

## 5. Providing a Temporary Insurance Agreement

Temporary Insurance Agreement should be given to the applicant **EXCEPT** in the following situations:

- The applicant has not paid full first premium for the mode selected or authorized EFT draft for initial premium.
- If the Proposed Insured answered "Yes" to Health Question B on the ticket. Do not collect any money.
- The total specified amount requested exceeds **\$500,000**. Do not collect any money.

Continued on Page 2

## 6. Collecting Premium

**For Direct Bill and Single Premium:** Collect 1 modal premium and send to Nationwide.

**For EFT:** There are 2 options available when setting up EFT mode. To ensure proper premium drafting, indicate on the application in the Electronic Draft Authorizations section 7 the bank information to be used. This will be filled out when the full application is delivered for signatures once an underwriting decision is made:

- Collect **NO** premium at the time the full application is returned and signed and Home Office will draft the initial premium on the issue date of the policy which is also the Policy Effective Date

**OR**

- Collect the initial premium and the annual draft day will be determined based upon Policy Effective Date.

**A note on paper billing:** If selecting Level Premium, Monthly, we do not offer paper billing (Direct Bill), so Electronic Draft must be selected, once the policy is delivered.

**For Web Remittance:** Availability is only for Nationwide Agents.

- To submit without a policy number, use the Regional Office Code 97, B, and the Insured's Social Security Number. For example: 97B123456789 (Do not use 97B000000000 or 97B999999999.)

## 7. Finalizing the Application and Collecting Signatures

Nationwide will deliver the application packet to you upon conditional underwriting approval. At the time of delivery meet with your client(s) to finalize the following sections and obtain signatures. Return the completed application to Nationwide.

- **Section 7** – Electronic Draft Authorizations – Fill this section out as described above in the Collecting Premium Section.
- **Section 11** – Taxpayer Certification – The client must read this section and check the box if applicable.
- **Section 17** – Proposed Insured and Policy Owner/Trustee Signatures – Fully complete Section 17.
- **Section 18** – Producer's Certification – Fully complete Section 18.

**Questions?** Please call our application **Help Line** at 866-678-LIFE (5433)  
Hours of Operation: Monday - Friday 8:00 a.m. - 8:00 p.m. Eastern Time

**Name: Valued Client M/60**

**Company/ Product: Nationwide/ YourLife CareMatters**

**Product Warning(s)**

- This policy becomes a Modified Endowment Contract (MEC) in year 1.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

May 8, 2018

Product: YourLife CareMatters

## Insured

Insured Name	Valued Client
Sex	Male
Age	60
Class	Standard Non-Tobacco
Married/Civil Union/Domestic Partnership	N
State of Issue	Illinois

## Specify

Specify Premium or Benefit	Premium
Premium or Benefit Amount	100,000
Scheduled Premium	Single Premium
Premium Mode	Annual
Benefit Duration	6
Inflation Benefit Option	5% Compound
Return of Premium	Y

## Policy Options

Illustrative Rate	1 to 120 - Guaranteed
1035 Exchange Amount	0
Section 7702	CVAT
Revised Illustration	N
Years to Print	MAX

## Report Options

Report Options	Y
General Ledger	Y
Premium Summary Report	Y
Annual Cost Summary	N
Monthly Cost Summary	N
Display IRR Column	N
Quick View	Y

## Agent Info

Agent Name	Jack Lenenberg
Agent Company	LTC Partner
Agent Address1	312 Maxwell Rd.
Agent Address2	Suite 400
Agent City	Alpharetta
Agent State	Georgia
Agent Zip Code	30009
Agent Phone	800-891-5824
Agent Fax	770-753-3939
Agent Email	Jack@LTCPartner.com
Agent License #	3524868

# Client Input Summary

Company: Nationwide

May 8, 2018

Product: YourLife CareMatters

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## Agent Info

Bank Sale

N

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## Concept

Concept

None