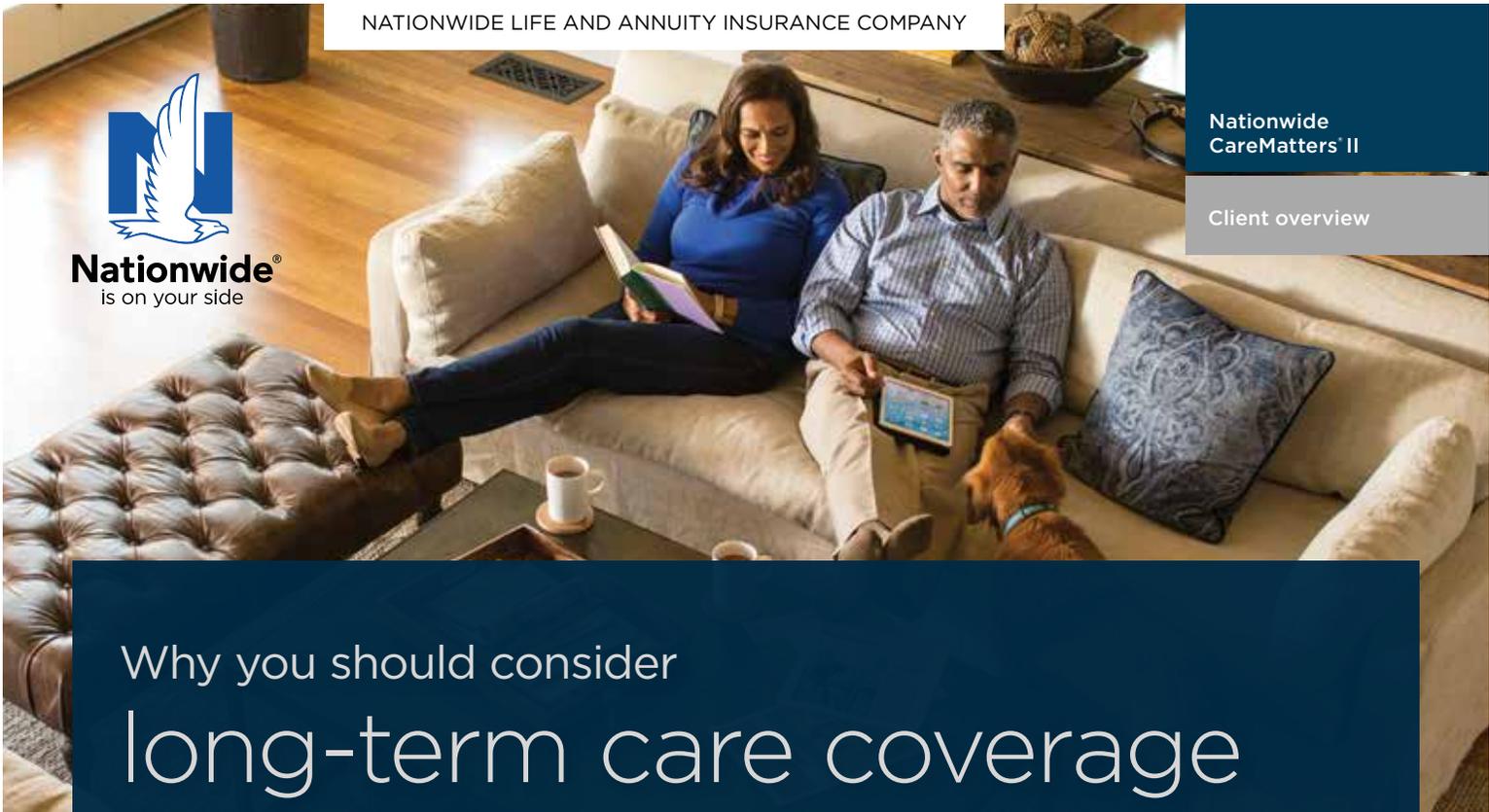




Nationwide
is on your side

Nationwide
CareMatters II

Client overview



Why you should consider long-term care coverage

How Nationwide® can help you spend the future with those who matter most

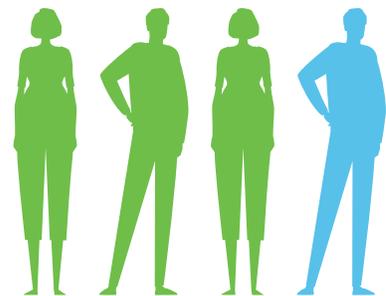
What would you do if you needed some assistance with your care?

Where would you want to receive care? Who would you want to care for you?

Let's face it, most of us would prefer to stay in our own homes to receive care as long as possible. And we'd like to be around people who are familiar and with whom we are most comfortable.

Even if you choose not to receive care at home, you'll want the freedom to choose the kind of care that best fits your needs and helps maintain your choice of living arrangements as long as possible.

There are more options than ever for receiving care while still living a fulfilling life — and more options may be available in the future. It takes planning and proper funding to optimize those opportunities.



77%

of people would prefer to
receive care in their own home.¹

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

¹ Long Term Care Study, Among U.S. Adults 50+ with HHI of 150K+; September 2018, Presented by The Harris Poll.
ICC19-LAM-3145AO

Nationwide can help you plan

Nationwide has a funding solution for long-term care (LTC) that offers flexibility, choice and guarantees — whether you ever need care or not. Planning now can help you and your family be ready should an LTC need arise.

Why LTC coverage may be your best option to fund care



Private health insurance doesn't cover LTC



Medicare only provides up to 100 days of LTC coverage — if you can qualify



Medicaid is only available if your countable assets are \$2,000 or less. If you do qualify, care may be limited to a nursing home

LTC coverage provides funds to help pay for LTC costs and can help keep your options and choices open to what might work best for you.

Why Nationwide?

LTC coverage from Nationwide maximizes your choices to help you receive the type of care you prefer, in the place you select and from the people you choose to provide care.

Nationwide offers LTC coverage that can be counted on.

- **Cash indemnity benefits** Nationwide places no restrictions on how you spend your LTC benefits
- **Guaranteed premiums** Your premium is guaranteed to never increase
- **Guaranteed LTC benefits** Your LTC benefits are guaranteed never to decrease²
- **No “use it or lose it” risk** Your premium dollars are preserved and are paid to beneficiaries as a death benefit if you never need care

² Assuming no partial surrenders, loans or acceleration of death benefit for terminal illness are taken, and all premiums are paid on schedule.



Why Nationwide CareMatters® II?

Cash Indemnity benefits provide flexibility³

- Once you qualify for long-term care benefits and satisfy a 90-calendar-day elimination period, you can receive the full available maximum monthly LTC benefit, including retroactive payment for the 90-day elimination period⁴
- You won't have to submit bills and receipts to Nationwide and wait to get reimbursed. You will always know how much your monthly benefit will be
- Nationwide places no restriction on how benefits can be used, so you can even pay immediate family members or less-expensive, unlicensed caregivers if you choose⁵

Protect yourself from inflation with optional riders

3% simple

3% compound

5% compound

U.S. Medical Care Inflation option⁷

No "use it or lose it" — even if you never use your LTC benefits

- The policy remains a liquid asset in the form of the cash surrender value
- If you never use your LTC benefits there is a death benefit at least equal to the premiums you paid that you can leave to beneficiaries⁶
- Even if you use all your LTC benefits, there is a guaranteed minimum death benefit for your beneficiaries

Nationwide CareMatters II offers a variety of payment schedules to fit into your financial plan for covering your LTC needs

Pay one time
(single-pay)

Pay annually or monthly for:

5 years — or — *10 years*
(5-pay) (10-pay)

Pay annually or monthly to attained:
age 65 — or — *age 100*

International benefits available

Should you need to reside outside of the United States, a portion of your LTC benefits may be available.

Typical uses for benefits might be:

Home health care | Adult day care | Assisted living | Nursing home care
Alternative care services | Care from immediate family members

³ Under certain circumstances, benefit may be taxable. Please consult your tax advisor.

⁴ After 90 calendar days, LTC benefits for the first 90 days will be paid retroactively back to day one and will be included in your LTC benefit payment in month four.

⁵ Informal care should be deemed appropriate and outlined in the Plan of Care prepared by a U.S. licensed health care practitioner.

⁶ May be reduced by loans or partial surrenders.

⁷ The Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted (the Index™), is maintained by the U.S. Bureau of Labor Statistics. The actual rate of inflation in long-term care costs may be different than the experience of the Index.



Your next steps

For more information about Nationwide CareMatters II details and features, talk with your insurance professional.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. Policy guarantees and benefits are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Nationwide CareMatters® II is a cash indemnity product that pays LTC benefits when the insured person is certified to have a qualifying condition and a need for LTC services. Bills and receipts showing actual expenses do not have to be submitted for payment of benefits once a claim has been approved. Each year, the policyowner can receive, tax free, the greater of the HIPAA per diem amount or actual LTC costs incurred. However, benefits may be taxable under certain circumstances. You may receive, tax free, the greater of the HIPAA per diem in the year of your claim or your actual qualified LTC expenses incurred. Taxpayers should consult with their tax and legal advisors about their specific situation.

Keep in mind that the payment of long-term care rider benefits, as an acceleration of the death benefit, will reduce both the death benefit and cash surrender values of the policy. Additionally, loans and withdrawals will also reduce both the cash values and the death benefit.

Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full, or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care, as this may vary with the needs of each insured. Nationwide pays the long-term care benefit to the policy owner; there is no guarantee the policy owner will use the benefit for long-term care expenses if the policy is owned by someone other than the insured.

When choosing a product, make sure that life insurance and long-term care insurance needs are met. CareMatters is not intended to be a primary source of life insurance protection, so make sure life insurance needs have been covered by appropriate products. Because personal situations may change (i.e., marriage, birth of a child or job promotion), so can life insurance and long-term care insurance needs.

Care should be taken to ensure these strategies and products are suitable. Associated costs, as well as personal and financial objectives, time horizons, and risk tolerance should all be weighed before purchasing Nationwide CareMatters II. Life insurance, and long-term care coverage linked to life insurance, has fees and charges associated with it that include: costs of insurance which varies based on characteristics of the insured such as gender, tobacco use, health and age; and additional charges for riders that customize a policy to fit individual needs.

Nationwide CareMatters II has exclusions, limitations, reductions of benefits and terms under which the product may be continued in force or discontinued. For more details on cost and coverage options, contact your insurance professional.

The insurance professional or company may contact you in response to your request for additional information.

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

Nationwide CareMatters II may not be available in every state. Please contact Nationwide to determine product availability in your state.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company.

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

The Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted (the Index™), is maintained by the U.S. Bureau of Labor Statistics. Nationwide's use of the Index is not sponsored, endorsed or promoted by the U.S. Bureau of Labor Statistics, The U.S. government, or any of its agencies. Inclusion of the Index in an insurance product is not a recommendation by the U.S. government to buy such a product. Neither the U.S. government nor the U.S. Bureau of Labor Statistics guarantees the adequacy, accuracy, timeliness or the completeness of Nationwide's use of the Index. The actual rate of inflation in long-term care costs may be different than the experience of the Index.

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ICC19-LAM-3145AO (03/19)