



# Show clients the full IUL story

Offer a product that may provide more resiliency to market volatility

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At Nationwide®, we know that high-cost indexed universal life (IUL) insurance features may not be a good fit for all clients, especially for those who might not be able to tolerate significant income fluctuations when they retire.

That's why we offer three low-cost options in Nationwide Indexed Universal Life Accumulator II. As other IULs are introduced with new high-cost multipliers and bonuses, it's critical to understand those charges and how they may introduce income risk to your clients.



## Which fees would your clients rather pay?<sup>1</sup>

	Nationwide IUL Accumulator II		Carrier B		Carrier C	
	Core Strategy	50% Advanced Multiplier	No buy-up options included <sup>2</sup>	With buy-up options	No buy-up options included	With buy-up options
Additional charge <sup>2</sup>	0%	2.25%	0%	7.5% (Years 1-20)	0%	6%
Expenses* (policy years 1-20)	<b>\$113,282</b>	<b>\$271,028</b>	<b>\$150,425</b>	<b>\$719,790</b>	<b>\$156,252</b>	<b>\$665,983</b>
% of \$525,000 premium	22%	52%	29%	137%	30%	127%

\* Policy expenses continue beyond year 20, so the total outlay will be even greater.

**For the highest buy-up options, Nationwide's expenses are 62% lower than Carrier B.**

It's easy for companies to mask these fees in illustrations that show the maximum interest credited every year, but downturns are inevitable. Even a few years of low or no interest credited can erode the cash value on products with high fees.

Our low costs mean that even in times of market volatility with less interest credited, your clients' portfolios may have the resilience needed to help meet their future financial goals.

## Lower fees may provide an opportunity for a more resilient income stream in volatile markets.<sup>1</sup>

	Nationwide IUL Accumulator II		Carrier B		Carrier C	
	Core Strategy	50% Advanced Multiplier	No buy-up options included	With buy-up options	No buy-up options included	With buy-up options
Maximum illustrative rate	5.28%	5.79%	5.67%	5.67%	5.88%	6.90%
<b>Annual income</b> (based on 20-year distribution period)						
At maximum illustrative rate	\$56,472	\$68,088	\$56,909	\$73,961	\$53,781	\$81,253
At 70% of max illustrative rate <sup>3</sup>	\$22,356	\$22,548	\$18,192	\$3,217	\$23,752	\$0
Percentage drop from max to 70% of maximum illustrative rate <sup>4</sup>	-60%	-67%	-68%	<b>-96%</b>	-56%	<b>-100%</b>

**That's a 96% drop-off in potential income.**

**It's a 100% drop-off in this case.**

<sup>1</sup> All scenarios are based on a male client, age 55, Preferred NT risk class, for 15 years, minimum non-MEC death benefit; increasing death benefit switching to level when premiums end; fixed annual premium of \$35,000 to age 70; 20-year distributions starting in policy year 16; fixed loans (after basis); solve for 20 years of income starting in policy year 16; S&P 500<sup>®</sup> annual point-to-point (where available), monthly distributions. Indexed accounts used are, for Nationwide, the 1-year capped account, and the 1-year capped account with Advanced Multiplier; for Carrier B, the 1-year capped account for both the buy-up and no buy-up options; for Carrier C, the 1-year capped account for both the buy-up and no buy-up options; these represent the highest buy-up options available for each of the three carriers.

<sup>2</sup> Buy-up options are credits or multipliers available for an additional charge.

<sup>3</sup> Current charges are subject to change at any time. Contact the carrier for current charges.

<sup>4</sup> Illustrating distributions at 70% of the maximum illustrative rate — rather than one scenario (e.g., 4% or 5%) — provides a range of possibilities in which market highs and lows would affect each product according to its cap assumptions. "Looking Through the 70% Window," Ami Amega, LifeTrends (June 2018).

## Look beyond the numbers.

The new Nationwide IUL Accumulator II offers features that provide more reasons than ever to count on us for indexed universal life solutions.



**Multi-Index Monthly Average indexed options** crediting rate is based on performance of the S&P 500®, NASDAQ-100® and Dow Jones Industrial Average®: 50% of best-performing index, 30% of the second-best and 20% of the third



**Cost of insurance (COI) rates that have never been increased** on existing UL policyowners — in fact, we've decreased them on many products



**More choice and flexibility** in indexed strategies for a better fit to client needs today and down the road



**More policy management features**, such as our Automatic Income Monitor and Overloan Lapse Protection Rider, to help policyowners track and manage their insurance policies



**More confidence builders**, such as our guaranteed multipliers and Nationwide IUL Rewards Program®, that can help clients reach their policy goals



**Nationwide is a strong, stable mutual company** focused on the needs of our members — unlike publicly traded insurance companies with shareholders to satisfy



**We're highly rated** by AM Best, Moody's and Standard & Poor's, which is a good measure of our financial strength and stability<sup>5</sup>



## Markets change, but our transparency doesn't.

Contact us today for illustrations showing a range of market conditions.

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

Brokerage  
General Agents (BGAs)  
Solutions Center  
1-888-767-7373

Nationwide Financial  
Network® (NFN)  
Solutions Center  
1-877-223-0795

<sup>5</sup> Ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and 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 rating dates are updated only when there's a change in the rating. They are subject to change at any time.



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All competitive information is believed to be current as of March 2020 and based on illustrations from WinFlex Web Version: 3.182.7; System Version: 6.133.0. All information presented is reliable as of the date of comparison, and Nationwide has made every effort to make sure it is reliable; however, it's possible that there are differences between the products compared which are not reflected and/or of which we are unaware. For this reason, its completeness and accuracy cannot be guaranteed. This information may change anytime.

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Indexed universal life insurance policies are not stock market investments, do not directly participate in any stock or equity investments, and do not receive dividends or capital gains participation. Past performance of an index is not an indicator of future crediting rates.

Guarantees are subject to the claims-paying ability of the issuing insurer. Nationwide may discontinue any index that becomes unavailable (i.e., is no longer published) or the calculation of which is substantially changed. Nationwide may substitute with a comparable index or may adjust the method of calculating index segment interest.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy, and understand that life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

With Automated Income Monitor, selecting the dollar amount of withdrawals will influence their duration (how long they last). Likewise, selecting a duration will influence the amount of the withdrawal. Either way, we will provide you the details and send you an annual update to keep you informed.

The Overloan Lapse Protection Rider can be invoked if the net surrender value is substantially depleted by loans. Once invoked, withdrawals and loans will be stopped to help keep your policy from lapsing. Using the rider depends on your age and other conditions. There is a charge for this rider, but it isn't assessed until you invoke it. Consult a tax advisor about the tax risks associated with invoking this rider, as its tax consequences have not been ruled on by the IRS or the courts.

To receive the Nationwide IUL Rewards Program benefit, net accumulated premium payments (total premium paid minus any policy loans, unpaid loan interest charged and partial withdrawals) must satisfy a net accumulated premium test on designated dates. The test amount is specified in the policy.

Life insurance products are underwritten by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA, Columbus, Ohio.

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