



Nationwide YourLife®  
No-Lapse Guarantee  
SUL II

Producer guide



Help your clients protect  
what they've built together





When clients come to you with complex estate planning and wealth transfer needs, Nationwide YourLife<sup>®</sup> No-Lapse Guarantee SUL II helps you offer a straightforward solution.

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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.

# What is Nationwide YourLife<sup>®</sup> No-Lapse Guarantee SUL II?

## Product overview

Nationwide YourLife No-Lapse Guarantee SUL II is a survivorship universal life insurance product that offers two people no-lapse guarantee death benefit protection. It pays an income tax-free death benefit to the beneficiary when the second insured person passes away.

Keep in mind that guarantees are subject to the claims-paying ability of the issuing insurance company.

## Target clients

Nationwide YourLife No-Lapse Guarantee SUL II is generally a good fit for couples age 60 to 75 with a high or ultra-high net worth looking for estate planning solutions, or owners of a family business needing funding for business transition. In addition, SUL II offers a long-term care rider, making this a good solution for couples or an adult child insured with a parent who could benefit from LTC planning in a cost-effective manner.

## Support on complex cases

Nationwide's experienced and well-rounded Advanced Consulting Group is available to help when clients come to you with intricate planning needs, like estate planning for high-net-worth individuals, small business owners or farmers and ranchers.

From consultation through case design, the Advanced Consulting Group can assist you with every step of the sales process. Simply let your internal wholesaler know you have a complex case design to discuss — he or she will connect you with a consultant.

Federal income tax laws are complex and subject to change. The information in this brochure is based on current interpretations of the law and is not guaranteed. Nationwide and its representatives do not give legal or tax advice. Please consult your attorney or tax advisor for answers to specific questions.

## What sets SUL II apart?

### **Affordable long-term care coverage for both lives**

Our long-term care (LTC) rider can cover up to two lives with one life insurance policy. It's an affordable and flexible way to help ensure your clients have the funds to help pay for LTC expenses, while addressing legacy and estate planning needs.

### **Automated Premium Monitor (APM) program**

Late or missed payments can jeopardize a policy's no-lapse guarantee. We designed the Automated Premium Monitor program to:

- Help prevent the intended guarantee from going off track
- Let you and your client know, through the annual statement, how the guarantee is doing and if any corrective action is needed
- Allow payments to be received 27 to 30 days after the due date (depending on the number of days in the month) and still maintain the guarantee

### **Owner-directed settlement options**

This unique feature lets clients choose how and when the policy's beneficiary can access the death benefit. A variety of customizable options allow clients to pick the one that best suits their beneficiary's money-handling abilities.

### **Wellness credit program on both lives**

Our wellness credit program can help provide better premium rates for your clients by crediting them up to one table — even from Standard to Preferred — for healthy lifestyles. Wellness credits can also improve substandard classifications. Unlike many competitors who stop at age 70, our wellness credit program is available to all ages during the underwriting process.

# Putting Nationwide YourLife<sup>®</sup> No-Lapse Guarantee SUL II to work

SUL II offers a streamlined way to address complex needs like the ones outlined here. Keep in mind that Nationwide's Advanced Consulting Group is available to help you implement solutions like these with your clients.

## What can you use it for?

### 1. Legacy and estate planning

NEED	SOLUTION
<b>Create a legacy for future generations or provide funding for estate taxes</b>	A trust that includes an SUL II policy can provide a trustee-directed legacy or income stream to loved ones, or provide the funds needed for beneficiaries to pay estate taxes.
<b>Provide funds to both a charity and loved ones</b>	A charity may be named as the beneficiary of an SUL II policy, or the policy may be used to replace the value of the property given to charity, so there is no reduction in the amount of money ultimately left to a couple's family.
<b>Divide assets fairly in blended families</b>	Purchasing an SUL II policy and naming each set of children for an appropriate percentage of death benefit on the policy can help couples plan a fair inheritance for all children.
<b>Plan for continuation of a family business</b>	Not all children may want to participate in the family business after their parents pass away. An SUL II policy can help provide funds needed for the adult child carrying on the family business to buy out siblings' shares.

## 2. Family and long-term care planning

NEED	SOLUTION
<p><b>Provide for an aging parent’s LTC expenses without depleting an adult child’s assets<sup>1</sup></b></p>	<p>An SUL II policy can be purchased to help cover the lives of a parent and their adult child. By adding the LTC rider to the policy, they have a way to cover LTC expenses for both, while protecting the adult child’s retirement or other savings.</p>
<p><b>Protect a couple’s income assets and legacy from LTC costs</b></p>	<p>An SUL II policy with the LTC rider provides up to half of the total death benefit for each person for covering LTC expenses. And if LTC is never needed, or only needed by one person, any remaining death benefit in the policy will enhance the legacy the couple passes on.</p>
<p><b>Protect assets and income for domestic couples</b></p>	<p>An SUL II policy with the LTC rider is an efficient way for domestic couples to help preserve assets and income needed to protect their future. Again, if LTC is never needed, or only needed by one partner, then the remaining death benefit can help provide a legacy to loved ones or a favorite charity.</p>
<p><b>Protect a family member with special needs</b></p>	<p>Having an SUL II policy owned by a special needs trust allows couples, with the guidance of their attorney, to outline exactly how funds will be used — ensuring that their family member will be properly cared for after they’re gone.</p>

<sup>1</sup> It’s important to remember for this scenario that both insureds must be fairly healthy, since both will be fully underwritten for the policy and rider. Also, the parent must be under the age of 80 (the maximum age for the rider), and one of the insureds must have sufficient resources to pay for the cost of the policy premiums with the rider. Lastly, since this is a survivorship product, keep in mind that the death benefit will not be paid to the beneficiaries until the time of the second insured’s death.

# Product details

<b>Issue ages</b>	35-85; 35-80 Preferred (age nearest birthday)												
<b>Minimum specified amount</b>	\$250,000												
<b>Underwriting classes and ages</b>	<table border="1"> <thead> <tr> <th>Underwriting classes</th> <th>Issue age</th> </tr> </thead> <tbody> <tr> <td>Nontobacco Preferred Plus</td> <td>35-80</td> </tr> <tr> <td>Nontobacco Preferred</td> <td>35-80</td> </tr> <tr> <td>Nontobacco Standard</td> <td>35-85</td> </tr> <tr> <td>Tobacco Preferred</td> <td>35-80</td> </tr> <tr> <td>Tobacco Standard</td> <td>35-85</td> </tr> </tbody> </table>	Underwriting classes	Issue age	Nontobacco Preferred Plus	35-80	Nontobacco Preferred	35-80	Nontobacco Standard	35-85	Tobacco Preferred	35-80	Tobacco Standard	35-85
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<b>Death benefit guarantees</b>	<p>The death benefit guarantee duration can be selected up to age 120 of the younger insured person. The death benefit will be guaranteed for the selected duration as long as the death benefit guarantee value, less any outstanding loans or surrenders, is greater than \$0. An illustration can show the premium required based on the clients' specific goals.</p> <p>After age 120 of the younger insured person, the monthly deductions are zero. No premium is required after that time, but loan repayments are accepted; guarantees are subject to the claims-paying ability of the issuing life insurance company.</p>												
<b>Maturity</b>	<p>Younger insured person's attained age 120</p> <p>Maturity Date Extension provision beyond age 120 to the death of the second insured person</p>												
<b>Premiums</b>	Payable up to younger insured person's attained age 120												
<b>Policy expenses</b>	<p><b>Premium charges (including sales charges):</b></p> <ul style="list-style-type: none"> <li>• 30% in all years (current)</li> <li>• 60% in all years (guaranteed)</li> </ul> <p><b>Administrative charges:</b></p> <ul style="list-style-type: none"> <li>• No monthly policy charge</li> <li>• A per-thousand of specified amount charge that varies by younger issue age and band</li> </ul> <p><b>Cost of insurance:</b></p> <ul style="list-style-type: none"> <li>• Deducted monthly and is based on individual characteristics</li> </ul>												
<b>Policy banding and cost of insurance (COI)</b>	<p><b>The COI rates decrease with each band:</b></p> <table border="1"> <tbody> <tr> <td>Band 1 N/A</td> <td></td> </tr> <tr> <td>Band 2 \$250,000 - \$499,999</td> <td>Band 4 \$1,000,000 - \$4,999,999</td> </tr> <tr> <td>Band 3 \$500,000 - \$999,999</td> <td>Band 5 \$5,000,000+</td> </tr> </tbody> </table>	Band 1 N/A		Band 2 \$250,000 - \$499,999	Band 4 \$1,000,000 - \$4,999,999	Band 3 \$500,000 - \$999,999	Band 5 \$5,000,000+						
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<b>Surrender charges</b>	Maximum surrender charge varies by insureds' issue ages, sexes and risk classifications; 20-year declining surrender charge or until the younger insured person attains age 120, whichever is less												

<p><b>Loans</b></p>	<p>Available after the first policy year; maximum loan amount is cash surrender value, less the amount equal to three months' worth of deductions</p> <p>Interest charged: 5.0% all years</p> <p>Interest credited: 3.0% all years (current and guaranteed)</p> <p>Unpaid loans will reduce the cash value and any 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.</p> <p>Note: Although loans are available, this product is not designed to accumulate cash value to be used for loans.</p>
<p><b>Riders</b></p>	<p><b>Long-term care rider</b></p> <p>For an additional cost, this rider can be added to the policy and provide long-term care coverage for up to two insureds. The rider allows the death benefit to be accelerated to pay for LTC needs, offering each insured person a cash indemnity benefit worth 10% to 50% of the total policy specified amount. It can help pay for expenses related to long-term care so it does not deplete the clients' assets.</p> <p>If all LTC benefits are used, any remaining death benefit will be paid to the beneficiaries upon the death of the second insured. If both insureds use all of their LTC benefits, a guaranteed minimum death benefit will be paid to their beneficiaries.</p> <p><b>Select Estate Protection rider</b></p> <p>This rider is added at no additional cost automatically to policies where insured individuals meet specified age, health and specified amount criteria. It is a term rider that provides an additional death benefit to the beneficiary for the first four policy years. It can be used to help pay some or all of the estate taxes that may be due upon the second person's death because of the three-year look-back rule.</p> <p><b>Estate Protection rider</b></p> <p>For an additional cost, this term rider provides an additional death benefit to the beneficiary for the first four policy years and is available to those who don't qualify for the Select Estate Protection rider. It can be used to help pay some or all estate taxes that may be due upon the second person's death because of the three-year look-back rule.</p> <p><b>Policy Split Option rider</b></p> <p>This rider splits the policy into two in the event of divorce or tax law changes specified in the contract. The Policy Split Option rider is not available if the LTC rider has been elected.</p> <p>Note: Riders may have an additional cost and may not be available in all states.</p>
<p><b>Special features</b></p>	<p>Wellness Credits program</p> <p>Automated Premium Monitor (APM)</p> <p>Owner-directed settlement options</p> <p>Flexible premium options</p> <p>No-lapse guarantee</p> <p>Unlimited catch-up provision to maintain death benefit guarantees, as long as the death benefit guarantee is still in force</p>

# Why Nationwide®?

Nationwide was founded by a group of forward thinkers who joined forces to protect what matters most. That sense of working together for the common good has never left us.

Today we're a Fortune 100 company, with a diversified corporate portfolio that allows us to navigate all manner of economic ups and downs. In fact, our prudent investment approach and long-term business vision earn us financial ratings that place us in the top 19% of insurance-based financial services companies for our risk management capabilities.<sup>2</sup>



TOP  
**19%**  
of  
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## diversified CORPORATE PORTFOLIO



**financial services**



**personal property  
and casualty**



**commercial property  
and casualty**

**A.M. Best**  
received 10/17/2002  
affirmed 3/19/2015

**A+**

**Moody's**  
received 3/10/2009  
affirmed 9/12/2013

**A1**

**Standard & Poor's**  
received 12/22/2008  
affirmed 5/1/2015

**A+**

These 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. Because the dates are only updated when there's a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.

**THE BOTTOM LINE:** Our consistently strong performance means we'll be with you for as long as you need us.

<sup>2</sup> Focus on ORSA leaves ERM scores for North American and Bermudian insurers virtually unchanged, RatingsDirect Report, Standard & Poor's (5/19/14).



## Give us a call

Do you have clients who might benefit from Nationwide YourLife® No-Lapse Guarantee SUL II? Call us today to discuss your specific case.



National Sales Desk  
Nationwide Financial Network®  
Brokerage General Agents (BGAs)

1-800-321-6064  
1-877-223-0795  
1-888-767-7373



**Nationwide®**

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

Life insurance is issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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