



Nationwide®
is on your side

Nationwide CareMatters® II | Sales idea

A more cost-efficient way to plan for long-term care

Multipay premiums with Nationwide CareMatters® II

When is it the right time to consider long-term care (LTC) coverage? Acting sooner rather than later can help clients position themselves for a more secure retirement and help protect them from the consequences of long-term care expenses later in their lives. Nationwide® can help with our guaranteed linked-benefit LTC coverage: Nationwide CareMatters® II.

LTC as part of retirement planning

As retirement approaches, many people are focused on eliminating debt and securing sources of income, but it's also a time when the benefits of long-term care coverage should be considered.

Nationwide CareMatters II offers:

- **Guaranteed** premiums and long-term care benefits¹
- **Immediate leverage** of LTC benefits upon the first premium payment
- **Tax-free LTC benefits** to pay for long-term care²
- A **guaranteed death benefit** equal to at least the premiums paid (or more) if no LTC benefits are used¹

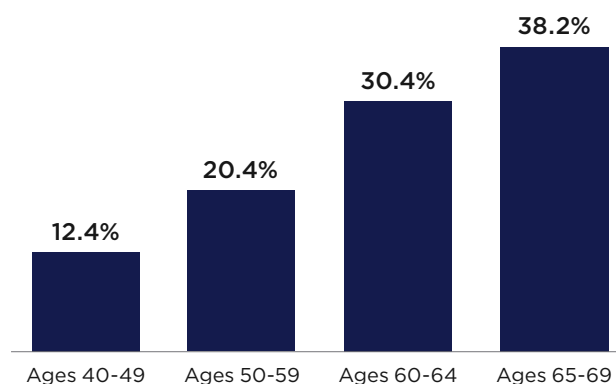
Why it's better to act sooner rather than later

Decline rates

Our health doesn't typically improve as we age, and this is reflected in the decline rates of applicants for LTC coverage. Purchasing long-term care coverage earlier decreases the possibility of clients being declined because of their health.

The following chart shows that more than a third of applicants for long-term care insurance were declined after the age of 65.

Percentage of 2021 applicants declined



Source: American Association for Long-Term Care Insurance (AALTCI) survey of leading insurers (2022).

¹ This assumes all premium payments have been made as scheduled at policy issue and no loans or partial withdrawals have been taken.

² Benefits may be taxable under certain circumstances. Clients should consult their tax advisor.

Why Nationwide CareMatters II?



Cash indemnity benefits

Once qualified, policyowners will receive monthly long-term care benefit payments to use without any restrictions from Nationwide. In uncertain times, clients have the assurance that their LTC benefits are as flexible as they need them to be.³



Simplified underwriting

Clients can purchase the policy from the comfort of their own home. That means:

- No doctor visits or paramedical exams
- No blood draw or need to provide fluids
- Underwriting is done online or by telephone interview⁴
- The application can be signed electronically with a smartphone or computer⁵



5 premium payment options

Nationwide CareMatters II isn't a one-size-fits-all product. Clients can select the premium payment schedule that works for them and their finances. They can also choose to make payments annually or monthly.

Pay
one time
Single-pay

Pay annually
or monthly for
5 years

Pay annually
or monthly for
10 years

Pay annually
or monthly
to age 65

Pay annually
or monthly
to age 100

³Benefits may be taxable under certain circumstances. Clients should consult their tax advisor.

⁴The online interview is not available in California. If required, the cognitive screen interview is telephonic.

⁵E-application may not be available at all firms. Check with Nationwide to learn more.

Case studies

Nationwide CareMatters II is more affordable and convenient than ever before. And our two new payment options help make it accessible to more clients.



John, 48 years old

John and his spouse have some discretionary income and want to round out their retirement plan with long-term care coverage. He would like to enter retirement with his CareMatters II policy paid up. That way, there will be one less expense to cover with his retirement income if he needs long-term care later in life.



Mary, 50 years old

Mary's mother, whom Mary provided care for, recently passed away. As Mary thinks about her experience as a caregiver and her own potential need for LTC, she wants her children to have more resources to work with if such a need occurs.

Payment option

Pay to age 65

Pay to age 100

Elections

- Premium of \$350 a month to age 65
- Total premium by age 65: \$71,400
- 6-year benefit period
- 3% compound inflation
- Max LTC with Minimum Refund of Premium option, which offers the highest long-term care benefit
- Couple, Nontobacco

- Premium of \$250 a month to age 100
- Total premium by age 80: \$90,000
- 7-year benefit period to maximize the availability of long-term care benefits
- 3% compound inflation
- Max LTC with Minimum Refund of Premium option, which offers the highest long-term care benefit
- Couple, Nontobacco

Monthly LTC benefit

- Day 1: \$4,033
- Age 80: \$10,385
- Total benefit at age 80: **\$806,111**

- Day 1: \$2,677
- Age 80: \$6,499
- Total benefit at age 80: **\$597,571**

Death benefit

- If no LTC benefits are used: **\$96,791 at age 80**
- Guaranteed minimum: **\$19,358** if LTC benefits are used

- If no LTC benefits are used: **\$93,000 at age 80**
- Guaranteed minimum: **\$12,852** if LTC benefits are used

Help clients prepare for retirement with long-term care coverage

By considering the need for long-term care earlier in life, clients can help protect themselves from the consequences of long-term care expenses later in retirement.

Nationwide CareMatters II provides:

- Guaranteed LTC premium
- Guaranteed LTC benefits
- Cash indemnity benefits that your clients will appreciate at claim time



To learn more about the benefits Nationwide CareMatters II has to offer your clients, please visit **nationwidefinancial.com/carematters**, or call us at:

Life Insurance Solutions Center:	1-800-321-6064
Brokerage General Agents Solutions Center:	1-888-767-7373
Producer Group Solutions Center:	1-844-867-8159
World Financial Group Solutions Center:	1-855-455-4139



Nationwide®
is on your side

FOR FINANCIAL PROFESSIONAL USE — NOT FOR DISTRIBUTION TO THE PUBLIC

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

This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

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.

All guarantees and benefits of the insurance policy are backed by Nationwide Life and Annuity 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.

Products are issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio. Guarantees are subject to the claims-paying ability of Nationwide Life Insurance Company.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side and Nationwide CareMatters are service marks of Nationwide Mutual Insurance Company. © 2023 Nationwide

FLM-1324AO.3 (07/23)