

# A mother wants to provide her daughter with the gift of care

Long-term care (LTC) is something that can have an impact on every generation. Here's a typical scenario:

- Margaret is a 70-year-old widow who wants to plan for her own LTC needs.
- Her daughter, Sara, is 40 and a single mother of 2. Because her main priority is financing her children's needs, Sara can't afford life insurance or LTC coverage right now.
- Margaret wants to help herself and her daughter, as well as help provide a legacy for her grandchildren.



## Solution

Margaret and Sara are in good health, making them excellent candidates for a Nationwide® life insurance policy with the Long-Term Care Rider on survivorship.

With the help of her insurance professional, Margaret purchases a **Nationwide® Survivorship Indexed Universal Life 2020 (Nationwide Survivorship IUL)** policy with the Long-Term Care Rider on survivorship for herself and Sara. The total specified amount is \$500,000, and the rider provides Margaret and Sara each with \$250,000 in coverage.

- Upon qualification, LTC benefits can be accessed at any time to help pay for costs associated with Margaret and Sara's care
- The Long-Term Care Rider on survivorship pays a monthly cash indemnity benefit directly to Margaret, the owner of the policy, without the need for monthly receipts or paperwork,<sup>1</sup> as long as the insured continues to need LTC services<sup>2</sup>
- The "use it or lose it" concern is not an issue; upon the death of the 2nd insured, 1 of 3 things will happen:
  1. If 1 or both of the insureds use some of their LTC benefits, the beneficiaries will receive any remaining death benefit
  2. If both insureds use all of their LTC benefits, the beneficiaries will receive a guaranteed minimum death benefit
  3. If the insureds never need LTC benefits, the beneficiaries will receive the full death benefit, minus any loans or withdrawals

This is a hypothetical example meant to illustrate how the Long-Term Care Rider on survivorship, available on Nationwide Survivorship IUL policies, works. In some cases, LTC benefits may be subject to taxation, so please consult with your legal or tax advisor about your specific situation.

<sup>1</sup> Bills or receipts may be requested to validate a claim.

<sup>2</sup> Please consult with your tax advisor when receiving LTC benefits for an insured other than yourself or a spouse.

Adding the Long-Term Care Rider on survivorship to a Nationwide Survivorship IUL policy may be a flexible way to help cover LTC expenses along with legacy and estate planning needs within 1 policy.

- It helps lessen the possibility that you'll have to pay for your or a loved one's LTC expenses out of your own retirement savings
- Cash indemnity benefits can be used as you see fit — e.g., family care, home safety modifications, prescription medicines, massage therapy, etc. — with no restrictions from Nationwide



**To learn more about the benefits of the Long-Term Care Rider on survivorship, available on Nationwide Survivorship IUL, contact your insurance professional.**



**Nationwide®**  
is on your side

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

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

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.

The Long-Term Care Rider on survivorship has exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial professional.

Your coverage under the Long-Term Care Rider on survivorship is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this rider. Unless you request termination of this rider, it will remain in force as long as the policy remains in force. Your monthly Long-Term Care Rider on survivorship charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly Long-Term Care Rider on survivorship charge rates, up to the guaranteed maximum monthly Long-Term Care Rider on survivorship charge rate. Any change in the current monthly Long-Term Care Rider on survivorship charge rate will be on a uniform basis for insureds of the same sex, issue age, product, rate type and rate class whose policies have been in force for the same duration.

Availability of the Nationwide Long-Term Care Rider on survivorship varies by product and state, and it may be known by different names in different states. Keep in mind that, as an acceleration of the death benefit, the Long-Term Care Rider on survivorship payout will reduce both the death benefit and cash surrender values. Make sure that life insurance needs will still be met, even if the rider pays out in full. Costs for long-term care vary by person, and there is no guarantee that the rider will cover all long-term care costs. Nationwide pays long-term care benefits to the policyowner. If the insured is not the policyowner, there is no guarantee that benefits will be used to pay for long-term care. The Long-Term Care Rider on survivorship has an additional charge associated with it. A life insurance purchase should be based on the life policy, not optional riders or features. The cost of a rider may exceed the actual benefit paid under the rider.

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.

All guarantees and benefits of the insurance policy are subject to 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.

Approval for coverage under the policy and Long-Term Care Rider on survivorship is subject to underwriting and may require a medical exam.

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

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