



Adult child + aging parent = double dilemma

Long-term care (LTC) is one of the more daunting issues adults with aging parents have to deal with. Here's a typical scenario:



Jill is 45 and married to Colin; they have two children.



They're saving for a comfortable retirement and want to leave their kids a legacy.



They also want to help Jill's mother, Lillian, a 70-year-old widow who hasn't planned for her own long-term care needs.

Solution

Because both Jill and Lillian are in good health, they can be fully underwritten for a Nationwide life insurance policy with an LTC rider.

With the help of his insurance professional, Colin purchases a **Nationwide YourLife® No-Lapse Guarantee SUL II** policy with an LTC rider for Jill and Lillian and names himself as the beneficiary. The total specified amount is \$500,000, and the LTC rider provides Jill and Lillian with \$250,000 each in coverage.

- Upon qualification, LTC benefits can be accessed at any time to help pay for costs associated with Jill and Lillian's care
- The rider benefits are paid directly to Colin, the owner of the policy, without the need for monthly receipts or paperwork (cash indemnity-style benefit),¹ as long as the insured continues to need LTC services
- The premium paid is a level annual premium of \$7,999 for the life of the policy
- The "use it or lose it" concern is not an issue; upon the death of the second insured, one of three things can happen:
 - (1) If one or both of the insureds use some of their LTC benefits, their beneficiaries will receive any remaining death benefit
 - (2) If both insureds use all of their LTC benefits, their beneficiaries will receive a guaranteed minimum death benefit
 - (3) If the insureds never need LTC benefits, their beneficiaries will receive the full death benefit, minus any loans or withdrawals

This is a hypothetical example meant to illustrate how the LTC rider available on Nationwide YourLife No-Lapse Guarantee SUL II works. LTC benefits can be subject to taxation, so please consult with your legal or tax advisor about your specific situation.

¹ Bills or monthly receipts may be requested to validate a claim.

Adding an LTC rider to a Nationwide YourLife No-Lapse Guarantee SUL II life insurance policy may be an **affordable and flexible** way to help cover LTC expenses along with legacy and estate planning needs within one policy.

- It helps lessen the possibility that you will have to pay for a parent's LTC expenses out of your own retirement savings
- It helps you plan for your own LTC expenses
- Cash indemnity benefits enable you to use excess funds not needed for LTC services any way you wish (e.g., home safety improvements, prescription medications, massage therapy)



70% of people over age 65 will need an average of \$250k for LTC expenses.²



45% of children of retirees expect to eventually take care of their parents.³



To learn more about the benefits of the LTC rider available on Nationwide YourLife[®] No-Lapse Guarantee SUL II, contact your insurance professional.

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

² Genworth 2013 Cost of Care Survey, based on 25 years with an expected annual inflation rate of 4.0%.

³ USA Today, "Do Retirees Need Long-Term Care Insurance?," September 10, 2014.

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.

A long-term care rider 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 advisor.

Your coverage under the LTC rider 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 LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider 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 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 payout will reduce both the death benefit and cash surrender values. Make sure 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 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 benefits will be used to pay for long-term care. The long term care rider has an additional charge associated with it. A life insurance purchase should be based on the life policy, and 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 LTC rider is subject to underwriting and may require a medical exam.

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

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