



# 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:

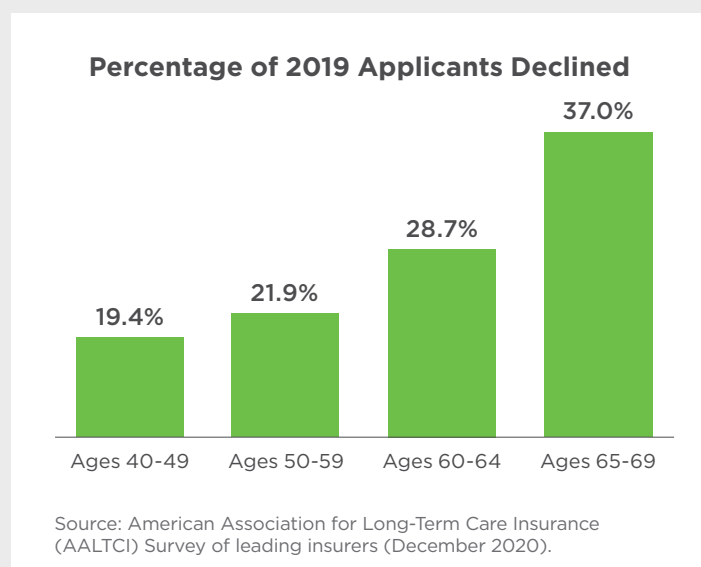
- **Guaranteed** premiums and long-term care benefits<sup>1</sup>
- **Immediate leverage** of LTC benefits upon the first premium payment
- **Tax-free LTC benefits** to pay for long-term care<sup>2</sup>
- A **guaranteed death benefit** equal to at least the premiums paid (or more) if no LTC benefits are used<sup>1</sup>

## 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 for applicants of LTC coverage. Purchasing long-term care coverage earlier decreases the possibility of clients being declined because of their health.

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



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

<sup>2</sup> 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.<sup>2</sup>



### Simplified underwriting

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

- No doctor visits or paramed exams
- No blood draw or need to provide fluids
- Underwriting is done by telephone interview
- The application can be signed electronically with a smartphone or computer<sup>3</sup>



### Five 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**

<sup>3</sup> E-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, should he need 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, should such a need occur.

### Payment option

#### Pay to Age 65

#### Pay to Age 100

### Elections

- Premium of \$400 a month to age 65
- Total premium by age 65: \$81,600
- 5-year benefit period
- 3% compound inflation
- Max LTC with Minimum Refund of Premium option, which offers the highest long-term care benefit
- Couple discount, Nontobacco

- Premium of \$285 a month to age 100
- Total premium by age 80: \$102,600
- 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 discount, Nontobacco

### Monthly LTC benefit

- Day one: \$3,538
- Age 80: \$9,110
- Total benefit at age 80: **\$580,363**

- Day one: \$2,522
- Age 80: \$6,121
- Total benefit at age 80: **\$562,845**

### Death benefit

- If no LTC benefits are used: **\$84,902 at age 80**
- Guaranteed minimum: **\$16,980** if LTC benefits are used

- If no LTC benefits are used: **\$106,020 at age 80**
- Guaranteed minimum: **\$12,105** 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 [www.nationwidefinancial.com/carematters](http://www.nationwidefinancial.com/carematters), or call us at:

Life Insurance Solutions Center:	<b>1-800-321-6064</b>
Nationwide Financial Network® Solutions Center:	<b>1-877-223-0795</b>
Brokerage General Agents Solutions Center:	<b>1-888-767-7373</b>



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, sell, hold or roll over any asset, adopt an investment strategy, retain a specific investment manager or use a particular account type. It does not take into account the specific investment objectives, tax and financial condition, or particular needs of any specific person. 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. The general distributor for variable products is Nationwide Investment Services Corporation, member FINRA, 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, Nationwide CareMatters and Nationwide Financial Network are service marks of Nationwide Mutual Insurance Company. © 2021 Nationwide

FLM-1324AO.1 (01/21)