



Nationwide CareMatters[®] at Work

A multilife long-term care program



RECRUIT REWARD RETAIN

Help your employees protect themselves against one of the largest possible expenses in retirement: the cost of long-term care.

Nationwide CareMatters[®] II is a hybrid long-term care (LTC) solution that can be used to help an employer recruit, reward and retain select employees by providing long-term care coverage as an executive benefit.

Nationwide CareMatters II has a premium structure designed to capture more tax advantages than many other linked-benefit or LTC combination products in the industry. The tax advantages are even more opportune for business owners purchasing LTC coverage for themselves through their business as well as providing LTC coverage to valued employees.

Key features of CareMatters at Work:

- **List billing of premiums**
- **Noncancelable policy¹**
- **Streamlined underwriting — no medical exam is required**
- **Valuable tax breaks** for C corporation owners or any entity purchasing for an employee
- **Cash indemnity benefits:** Nationwide places no restrictions on how someone chooses to spend their LTC benefits
- **Guaranteed premiums:** The premium is guaranteed to stay the same
- **Guaranteed LTC benefits:** LTC benefits are guaranteed not to decrease²
- **No use-it-or-lose-it risk:** Premium dollars are preserved and are paid to beneficiaries as a death benefit if the insured never needs care

For certain types of employers:

- LTC premiums are 100% tax deductible to the business (no age-based limits)
- LTC premiums are totally excluded from employee's income (no taxation)

¹This means that you have the right, subject to the terms of your policy, to continue your policy provided you pay your scheduled premium on time. Nationwide cannot change any of the terms of your policy on its own and cannot change the scheduled premium.

²This guarantee assumes the premium payments have been made and no withdrawals or loans have been taken from the policy.



Please contact me for more information:



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

Keep in mind that the payment of long-term care rider benefits, as an acceleration of the death benefit, will reduce both the death benefit and cash surrender value of the policy. Additionally, loans and withdrawals will also reduce both the cash value and the death benefit. Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care, as this may vary with the needs of each insured. Nationwide pays the long-term care benefit to the policyowner; there is no guarantee the policyowner will use the benefit for long-term care expenses if the policy is owned by someone other than the insured.

Federal income tax laws are complex and subject to change. Neither Nationwide nor its employees, agents, brokers or registered representatives give legal or tax advice.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company.

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.

This material is not a recommendation to buy, sell, hold or roll over any asset, adopt a financial strategy 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. Clients 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. Taxpayers should consult with their tax and legal advisors about their specific situation.

CareMatters has exclusions, limitations, reductions of benefits and terms under which the product may be continued in force or discontinued.

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

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