



# Nationwide Variable Universal Life (VUL) Protector

<b>Product type</b>	Flexible-premium adjustable variable universal life with an Extended No-Lapse Guarantee (ENLG) rider																														
<b>Target market</b>	Clients with a variable investment mindset, seeking lower-cost death benefit protection and the option to guarantee it up to age 120; typical specified amounts of \$250,000-\$1 million																														
<b>Underwriting classes and issue ages</b>	Nontobacco Preferred Plus: Ages 18-80 Nontobacco Preferred: Ages 18-80 Nontobacco Standard: Ages 0-85	Tobacco Preferred: Ages 18-80 Tobacco Standard: Ages 18-85																													
<b>Substandard ratings</b>	<table border="1"> <thead> <tr> <th>Underwriting class</th> <th>Issue age</th> <th>Table rating</th> <th>Flat extras (annual per \$1,000)</th> </tr> </thead> <tbody> <tr> <td>Nontobacco Standard</td> <td>0-14</td> <td>A-F, H, J, L, P</td> <td>\$0.00-\$9.96</td> </tr> <tr> <td>Nontobacco Standard</td> <td>15-85</td> <td>A-F, H, J, L, P</td> <td>\$0.00-\$24.96</td> </tr> <tr> <td>Tobacco Standard</td> <td>18-85</td> <td>A-F, H, J, L, P</td> <td>\$0.00-\$24.96</td> </tr> <tr> <td>Nontobacco Preferred</td> <td>18-80</td> <td>N/A</td> <td>\$0.00-\$24.96</td> </tr> <tr> <td>Nontobacco Preferred Plus</td> <td>18-80</td> <td>N/A</td> <td>\$0.00-\$24.96</td> </tr> <tr> <td>Tobacco Preferred</td> <td>18-80</td> <td>N/A</td> <td>\$0.00-\$24.96</td> </tr> </tbody> </table>			Underwriting class	Issue age	Table rating	Flat extras (annual per \$1,000)	Nontobacco Standard	0-14	A-F, H, J, L, P	\$0.00-\$9.96	Nontobacco Standard	15-85	A-F, H, J, L, P	\$0.00-\$24.96	Tobacco Standard	18-85	A-F, H, J, L, P	\$0.00-\$24.96	Nontobacco Preferred	18-80	N/A	\$0.00-\$24.96	Nontobacco Preferred Plus	18-80	N/A	\$0.00-\$24.96	Tobacco Preferred	18-80	N/A	\$0.00-\$24.96
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<b>Specified amount</b>	\$100,000 minimum for all underwriting classes																														
<b>Death benefit options</b>	<p>Two options are available, and if a death benefit is not designated on the application, Option 1 will be the default election because it is an efficient method of funding the death benefit at the lowest cost</p> <p><b>Option 1 (level)</b> – The death benefit will be the greater of the specified amount or the minimum death benefit required by Section 7702 of the Internal Revenue Code</p> <p><b>Option 2 (increasing)</b> – The death benefit will be the greater of the specified amount plus the cash value at the date of death or the minimum death benefit required by Section 7702 of the Internal Revenue Code</p>																														
<b>Death benefit guarantees</b>	<p><b>Issue ages 0 to 55:</b> 20 years  <b>Issue ages 56 to 69:</b> 6 to 19 years (75 minus the issue age)  <b>Issue ages 70+:</b> 5 years</p> <p><b>Extended No-Lapse Guarantee rider:</b>  Offers guarantees to age 90 or to age 120 and includes our Automated Premium Monitor to notify both advisor and client if the guarantee is at risk of going off track; when elected, this rider has a limited number of investment options to choose from; this rider is available at an additional charge</p>																														
<b>Nationwide VUL Rewards Program®</b> <i>Guaranteed if eligibility requirements are met</i>	<p>When eligibility requirements are met, this program reduces the base and Additional Term rider cost of insurance rate by 25% starting in policy years 21 onward</p> <p><b>Eligibility requirements:</b> Must satisfy the net accumulated premium test (all premium payments minus any any loans, accrued loan charges or partial surrenders) on monthly testing dates that start at the beginning of policy year year 21, only available when death benefit option 1 is elected at the time of policy issue and never changed. See illustration for amount required to satisfy the test which may change if policy changes are made.</p> <p><b>Benefit:</b> 0.25% rate reduction is applied each month the eligibility requirement is met</p> <ul style="list-style-type: none"> <li>• Premium monitoring is included in the annual statement to help clients stay on track to be eligible for the reward</li> <li>• Catch-up premiums to satisfy the accumulated premium test are interest free</li> <li>• See Conditional Reduction of the Cost of Insurance Rate in the product prospectus and illustration for additional information</li> </ul>																														

<p><b>Charges and costs</b></p>	<p><b>Premium charge (including sales charges)</b>  <b>Current:</b> 6% all policy years  <b>Guaranteed:</b> 10% all policy years</p> <p><b>Monthly administrative fee</b>  <b>Current:</b> \$10 all policy years to attained age of 120  <b>Guaranteed:</b> \$20 all policy years to attained age of 120</p> <p><b>Monthly per thousand charge</b>  Varies by sex, underwriting classification, total band, issue age and death benefit option  <b>Current:</b> Assessed for <b>15 policy years</b>, as measured from the policy date for the initial base specified amount and from the effective date of any increase in the base specified amount.  <b>Guaranteed:</b> Assessed for <b>all policy years</b>, as measured from the policy date for the initial bases specified amount and from the effective date of any increase in the base specified amount.  If the Additional Term rider (ATR) is selected, it will have its own per thousand charge  <b>Current:</b> Assessed for seven policy years; varies by the same characteristics as the base per thousand charge.  <b>Guaranteed:</b> Assessed in all policy years</p> <p><b>Monthly cost of insurance</b>  Varies by issue age and duration, sex, risk class, net amount at risk, and any substandard rating</p> <p><b>Mortality and expense risk charge</b>  <b>Current:</b> 0.00% annually in all policy years  <b>Guaranteed:</b> 0.50% annually in all policy years</p>														
<p><b>Surrender charges</b></p>	<p>The maximum surrender charge varies by sex, class, issue age, duration, and issue state; there is a 15-year declining surrender charge schedule for ages 0 to 65 that decreases to a 10-year schedule for ages 70+</p> <p>There will be a surrender charge associated with the base specified amount and each increase; there will not be a surrender charge on any additional term riders</p> <table border="1" data-bbox="391 1056 1336 1308"> <thead> <tr> <th>Attained age on issue</th> <th>Duration of surrender charges (in years)</th> </tr> </thead> <tbody> <tr> <td>0-65</td> <td>15</td> </tr> <tr> <td>66</td> <td>14</td> </tr> <tr> <td>67</td> <td>13</td> </tr> <tr> <td>68</td> <td>12</td> </tr> <tr> <td>69</td> <td>11</td> </tr> <tr> <td>70 and above</td> <td>10</td> </tr> </tbody> </table>	Attained age on issue	Duration of surrender charges (in years)	0-65	15	66	14	67	13	68	12	69	11	70 and above	10
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<p><b>Partial surrenders</b></p>	<ul style="list-style-type: none"> <li>• <b>Available:</b> After first policy year</li> <li>• <b>Minimum amount:</b> \$500</li> <li>• <b>Maximum amount:</b> <ul style="list-style-type: none"> <li>• <b>Policy years 2 through 10:</b> Limited to 20% of cash surrender value</li> <li>• <b>Policy years 11 and above:</b> Maximum amount is the greater of 3 months worth of monthly deductions, or the Cash Surrender Value minus \$500</li> </ul> </li> <li>• Policy cannot drop below required minimum and must continue to qualify as life insurance</li> <li>• Administrative fee of \$25 may be assessed</li> </ul> <p>Partial withdrawals as well as loans will immediately reduce the policy's cash value and any death benefit payable, and may eventually cause the need to add additional premium to keep the policy in force</p>														

<p><b>Loans</b></p>	<p><b>Loan charged rate</b>  <b>Current:</b> 4.5% (in all policy years)  <b>Guaranteed:</b> 4.5% (in all policy years)</p> <p><b>Loan credited rate</b>  <b>Current:</b> 3.0% (policy years 1 to 10)  3.5% (policy years 11 to 20)  4.0% (policy years 21+)</p> <p><b>Guaranteed:</b> 3.0% (in all policy years)</p>																								
<p><b>Riders and benefits</b></p> <p><i>Riders usually have an additional charge, may be known by different names in different states and may not be available in all states</i></p>	<ul style="list-style-type: none"> <li>• Accelerated Death Benefit for Terminal Illness</li> <li>• Accidental Death Benefit</li> <li>• Additional Term Insurance</li> <li>• Children's Term Insurance</li> <li>• Extended No-Lapse Guarantee</li> <li>• Nationwide Long-Term Care Rider II* plus the Nationwide Care Guide Network®</li> <li>• Overloan Lapse Protection</li> <li>• Premium Waiver</li> <li>• Spouse Life Insurance</li> <li>• Surrender Value Enhancement Benefit</li> <li>• Waiver of Monthly Deductions</li> </ul> <p>* Our original LTC rider is available in states where the Nationwide LTC Rider II not yet approved.</p>																								
<p><b>Investment options</b></p>	<p><b>Investment options</b> — A wide range of investment options from brand-name fund companies, and our own Nationwide Variable Insurance Trust (NVIT) funds, including the Cardinal and Investor Destinations asset allocation funds</p> <p><b>Indexed interest strategies</b> — Three strategies available: S&amp;P 500® Annual Point-to-Point, One-Year Uncapped S&amp;P 500® Point-to-Point and the Multi-Index Monthly Average; for the latter, the interest rate based on performance of S&amp;P 500®, NASDAQ-100® and Dow Jones Industrial Average (50% of top performing index; 30% on second best performer and 20% of the third)</p> <table border="1" data-bbox="386 1079 1507 1360"> <thead> <tr> <th></th> <th>S&amp;P 500® Annual Point-to-Point</th> <th>Multi-Index Monthly Average</th> <th>One-Year Uncapped S&amp;P 500® Point-to-Point</th> </tr> </thead> <tbody> <tr> <td>Cap rate</td> <td>9.5% (3.0% guaranteed)</td> <td>11.5% (3.0% guaranteed)</td> <td>Uncapped</td> </tr> <tr> <td>Participation rate</td> <td>100% (100% guaranteed)</td> <td>100% (100% guaranteed)</td> <td>100% (100% guaranteed)</td> </tr> <tr> <td>Floor guarantee</td> <td>1.0% (1.0% guaranteed)</td> <td>1.0% (1.0% guaranteed)</td> <td>0.25% (0.25% guaranteed)</td> </tr> <tr> <td>Segment fee</td> <td>0.50% (2.0% guaranteed)</td> <td>0.50% (2.0% guaranteed)</td> <td>0.0% (0.0% guaranteed)</td> </tr> <tr> <td>Spread rate</td> <td>Not applicable</td> <td>Not applicable</td> <td>4.25% (20% maximum)</td> </tr> </tbody> </table> <p><b>Fixed account:</b> 3.25% current; 1% guaranteed <span style="float: right;"><i>Current rate (guaranteed rate)</i></span>  <b>Long-term fixed account:</b> 3.75% current; 1% guaranteed</p>		S&P 500® Annual Point-to-Point	Multi-Index Monthly Average	One-Year Uncapped S&P 500® Point-to-Point	Cap rate	9.5% (3.0% guaranteed)	11.5% (3.0% guaranteed)	Uncapped	Participation rate	100% (100% guaranteed)	100% (100% guaranteed)	100% (100% guaranteed)	Floor guarantee	1.0% (1.0% guaranteed)	1.0% (1.0% guaranteed)	0.25% (0.25% guaranteed)	Segment fee	0.50% (2.0% guaranteed)	0.50% (2.0% guaranteed)	0.0% (0.0% guaranteed)	Spread rate	Not applicable	Not applicable	4.25% (20% maximum)
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<p><b>Policy management</b></p>	<p><b>Automated services to monitor, notify and protect you</b></p> <ul style="list-style-type: none"> <li>• Automated Premium Monitor — Notifies you and client if ENLG premium requirements are not being met</li> <li>• Automated Income Monitor (AIM) to set up income distribution</li> <li>• Automatic notification for death benefit option 2 to 1 switch — clients will be notified by mail to contact their insurance advisor to complete their planned death benefit option switch; the insurance advisor is also notified</li> <li>• Nationwide VUL Rewards program premium monitoring - reports status of accumulated premium test</li> </ul> <p><b>Help clients get the most out of their premiums</b></p> <ul style="list-style-type: none"> <li>• Asset allocation options</li> <li>• Asset rebalancing</li> <li>• Dollar cost averaging</li> <li>• Enhanced dollar cost averaging</li> <li>• Fund directed expenses - to direct which investment option(s) to use for expenses</li> <li>• Fund evaluator tool - Powered by Morningstar®</li> <li>• Portfolio builder tool - Powered by Morningstar®</li> </ul> <p><b>Keep an eye on performance</b></p> <ul style="list-style-type: none"> <li>• Policy rate of return (updated with each financial transaction)</li> <li>• Fund alerts</li> <li>• Annual and quarterly statements</li> <li>• In-force illustrations</li> </ul>																								

## Call us today if you have questions about Nationwide VUL Protector:



National Sales Desk:	1-800-321-6064
Brokerage General Agents:	1-888-767-7373
Nationwide Financial Network®:	1-877-223-0795



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

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Partial surrenders, loans and withdrawals reduce the cash value and death benefit and can cause the need to add premium to the policy in the future. All references to loans assume that the contract remains in force and qualifies as life insurance under Section 7702 of the Internal Revenue Code and is not a modified endowment contract (MEC) under Section 7702A. Loans from a MEC are generally taxable and subject to a 10% early withdrawal federal tax penalty if taken before age 59½. If the policy lapses with a loan outstanding, it will be treated as a distribution and some or all of the amount may be taxable. Nationwide and its representatives do not give legal or tax advice. Please have your clients consult with their attorney or tax advisor for answers to their specific questions.

To receive the Nationwide VUL Rewards Program benefit, the net accumulated premium (premium paid minus any amounts taken as loans or partial surrenders) must satisfy the accumulated premium test on designated dates. The required amount is set at policy issue and may change if policy changes are made. Testing dates of the required premium are monthly starting at the beginning of policy year 21. The 25% reduction in the base and Additional Term rider cost of insurance (COI) rate is applied each month the test is satisfied. If the test is satisfied on the 35th policy anniversary, testing continues as long as the policy is in force — with no further increase in the premium required for the rewards program. If the test is not satisfied on the 35th policy anniversary, testing stops and no further COI reduction will be applied. The Nationwide VUL Rewards Program is available only if death benefit option 1 is elected at the time of policy issue and never changed.

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Dollar Cost Averaging, Enhanced Dollar Cost Averaging and Asset Rebalancing do not guarantee a profit or protect from a loss in a declining market.

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 objectives, time horizon and risk tolerance, as well as any associated costs, before investing. Market volatility can lead to the need to pay additional premium to meet your goals and/or prevent the policy from lapsing. Variable life insurance has fees and charges that include underlying fund expenses and costs that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer and/or insurance agency selling the policy, or by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

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