



# Nationwide® Variable Universal Life (VUL) Accumulator

<b>Product type</b>	Flexible-premium adjustable variable universal life insurance															
<b>Target market</b>	Investment-minded clients, ages 35 to 55, looking for the protection of life insurance and the potential for cash value accumulation which can be accessed for tax-advantaged income															
<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>Specified amount</b>	\$100,000 minimum															
<b>Death benefit options</b>	<p>Three 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 IRS 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 IRS code</p> <p><b>Option 3 (return of premium)</b> – The death benefit will be the greater of the specified amount plus premiums paid, minus any withdrawals or surrenders, or the minimum death benefit required by Section 7702 of the IRS code; \$3 million cap equals the greater of \$3 million or base specified amount at issue (excluding Additional Term rider)</p>															
<b>Death benefit guarantees</b> <i>Guarantees are subject to the claims-paying ability of the issuing insurance company</i>	<p><b>Issue ages 0 to 55:</b> 20 years</p> <p><b>Issue ages 56 to 74:</b> declining from 19 to 6 years (75 minus the issue age)</p> <p><b>Issue ages 75+:</b> 5 years</p>															
<b>Nationwide VUL Rewards Program®</b> <i>Guaranteed credit when eligibility requirements are met</i>	<p>When eligibility requirements are met, this program credits an additional 0.40% annualized interest to cash value starting in policy year 16 or sooner, depending on issue age (see table below)</p> <table border="1"> <thead> <tr> <th>Issue Age</th> <th>Eligible at start of policy year</th> </tr> </thead> <tbody> <tr> <td>50 or younger</td> <td>16</td> </tr> <tr> <td>51</td> <td>15</td> </tr> <tr> <td>52</td> <td>14</td> </tr> <tr> <td>53</td> <td>13</td> </tr> <tr> <td>54</td> <td>12</td> </tr> <tr> <td>55+</td> <td>11</td> </tr> </tbody> </table> <p><b>Eligibility requirements:</b> Satisfy the net accumulated premium test (total premium paid minus any policy loans, unpaid loan interest charged and partial withdrawals must equal or exceed the amount required) at the start of the policy eligibility year. See illustration for amount required to satisfy the test (amount may change with policy alterations).</p> <p><b>Benefit:</b> 0.40% annualized credit applied monthly; once the eligibility requirement is met, the credit is guaranteed as long as the policy is in force (even if you take loans or withdrawals)</p> <ul style="list-style-type: none"> <li>The benefit is calculated every month by multiplying the cash value, minus any indebtedness, on the date of calculation</li> <li>Credit is applied according to the current premium allocation percentages, except for the allocation to the indexed-interest strategy accounts; that credit is applied to the fixed account</li> <li>Premium monitoring is included in the annual statement to help clients stay on track to meet eligibility requirements</li> <li>Catch-up premiums to satisfy the accumulated premium test are interest free</li> <li>See Conditional Credit in the product prospectus and illustration for additional information</li> </ul>		Issue Age	Eligible at start of policy year	50 or younger	16	51	15	52	14	53	13	54	12	55+	11
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<p><b>Policy 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</p> <p><b>Current:</b> Assessed for <b>10 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 specified amount  <b>Guaranteed:</b> Assessed for <b>all 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</p> <p>If the Additional Term rider is selected, it will have its own per thousand charge that will be assessed for three policy years on a current basis, and all years on a guaranteed basis</p> <p><b>Monthly cost of insurance</b>  Varies by age, sex, duration, total specified amount, tobacco use and rating</p> <p><b>Percent of Sub-Account Value Charge</b>  <b>Current:</b> 0% of variable cash value  <b>Guaranteed:</b> 0.50% maximum of variable cash value annually</p>																								
<p><b>Surrender charges</b></p>	<p>Surrender charges have a 10-year declining schedule. The specified amount in effect on the policy date and each specified amount increase, if any, represent separate segments of coverage under this policy. Surrender charges are calculated separately for each segment of coverage. The initial surrender charge for each segment of coverage varies by the segment issue age on the policy date or the date an increase segment becomes effective — as well as by sex, rate class, rate type and the segment's specified amount.</p> <p><b>All states</b></p> <table border="1" data-bbox="388 1010 816 1360"> <thead> <tr> <th>Policy year</th> <th>% of initial surrender charge</th> </tr> </thead> <tbody> <tr><td>1</td><td>100.0%</td></tr> <tr><td>2</td><td>100.0%</td></tr> <tr><td>3</td><td>100.0%</td></tr> <tr><td>4</td><td>87.5%</td></tr> <tr><td>5</td><td>75.0%</td></tr> <tr><td>6</td><td>62.5%</td></tr> <tr><td>7</td><td>50.0%</td></tr> <tr><td>8</td><td>37.5%</td></tr> <tr><td>9</td><td>25.0%</td></tr> <tr><td>10</td><td>12.5%</td></tr> <tr><td>11+</td><td>0%</td></tr> </tbody> </table>	Policy year	% of initial surrender charge	1	100.0%	2	100.0%	3	100.0%	4	87.5%	5	75.0%	6	62.5%	7	50.0%	8	37.5%	9	25.0%	10	12.5%	11+	0%
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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 interest charged</b>  <b>Current:</b> 3.9% (years 1-10); 3.0% (years 11+)  <b>Guaranteed:</b> 3.9% (years 1-10); 3.25% (years 11+)</p> <p><b>Loan interest credited</b>  <b>Current:</b> 3.0% (in all policy years)  <b>Guaranteed:</b> 3.0% (in all policy years)</p> <p><b>Minimum amount:</b> \$200</p>																								

<p><b>Riders and benefits</b></p> <p><i>Riders usually have additional charges, 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>• Long-Term Care (LTC) 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 is 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 is based on performance of S&amp;P 500®, NASDAQ-100® and Dow Jones Industrial Average (50% of top-performing index, 30% on second-best performing and 20% of the third).</p> <table border="1" data-bbox="386 730 1507 1012"> <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><i>Current rate (guaranteed rate)</i></p> <p><b>Fixed account:</b> 3.25% current; 1.0% guaranteed  <b>Long-term fixed account:</b> 3.75% current; 1.0% 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 features</b></p>	<p><b>Automated Services to monitor, notify and protect you</b></p> <ul style="list-style-type: none"> <li>• Automated Income Monitor (AIM) to set up income distribution</li> <li>• Automated Premium Monitor - Notifies you and client if ENLG premium requirements are not being met</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 YourLife Wellness program—available at no additional charge to insureds</li> <li>• Owner-directed settlement options</li> <li>• Overloan Lapse Protection Rider to prevent the policy from lapsing if it is used heavily for income.</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 daily online)</li> <li>• Fund alerts</li> <li>• Annual and quarterly statements</li> <li>• In-force illustrations</li> </ul>																								

## Nationwide VUL Accumulator competitive spots

Ages	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85

Most competitive
  Competitive

### Call us today if you have questions about Nationwide VUL Accumulator.



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 Nationwide Financial Network®

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 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.

Nationwide VUL Rewards Program conditional credit of 0.40% is reflected in policy years 16 onward. To receive the Nationwide VUL Rewards Program benefit in Nationwide VUL Accumulator, net premium payments (all premium paid minus any loans or partial surrenders) must satisfy an accumulated premium test at the start of policy year 16 (earlier for issue ages 51 or older). The required amount is set at policy issue and may change if policy changes are made. Once the requirement is met, the benefit is applied monthly at an annual rate of 0.40% from then on, as long as the policy is in force. The credit is calculated by multiplying the accumulated value, minus any indebtedness, on the date of calculation by the monthly rate; the credit will be added to the fixed interest rate strategy's accumulated value.

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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 for additional premium in the policy. 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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VLM-0906A0.1 (11/18)