



Nationwide®
is on your side

Nationwide® Guaranteed
Level Term

Client guide

Making it easier to protect
what matters most in life



Life's complicated. Protecting it shouldn't be.

There are so many things competing for your time and resources these days that purchasing life insurance might seem like something that can wait.

But life is full of uncertainties. While you can't stop them from happening, Nationwide® Guaranteed Level Term can help protect your family if they do. It helps make the process of getting affordable, temporary protection quicker and easier, so you can get back to the really important stuff in your life.

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. Riders that customize a policy to fit individual needs usually carry an additional charge. Protections and guarantees are subject to the claims-paying ability of the issuing life insurance company.

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The facts of life

Life insurance is a simple way to make sure your family members and the plans you have for the future are protected, even after you're gone. It provides your beneficiaries with a death benefit, which they can use to help cover expenses and maintain their current standard of living.

Unfortunately, many people don't have — or don't have enough — life insurance to help replace the income they would earn before retirement.

- 46% of Americans have no life insurance coverage¹
- Households with life insurance had enough coverage to replace their income for only 3½ years; they need an average of \$175,000 more¹

¹ "Facts About Life 2017," LIMRA (September 2017).

Who should own life insurance?

Anyone with people who are financially dependent on them can be a good candidate for life insurance, including:

- Married couples and couples who live together or are in long-term relationships
- People with children
- Someone who was recently promoted or changed jobs
- Single people who support siblings or aging parents, or those who have debt they wouldn't like passed on to relatives
- Business owners thinking about business succession, keeping key employees or retirement planning

10 times your gross annual salary

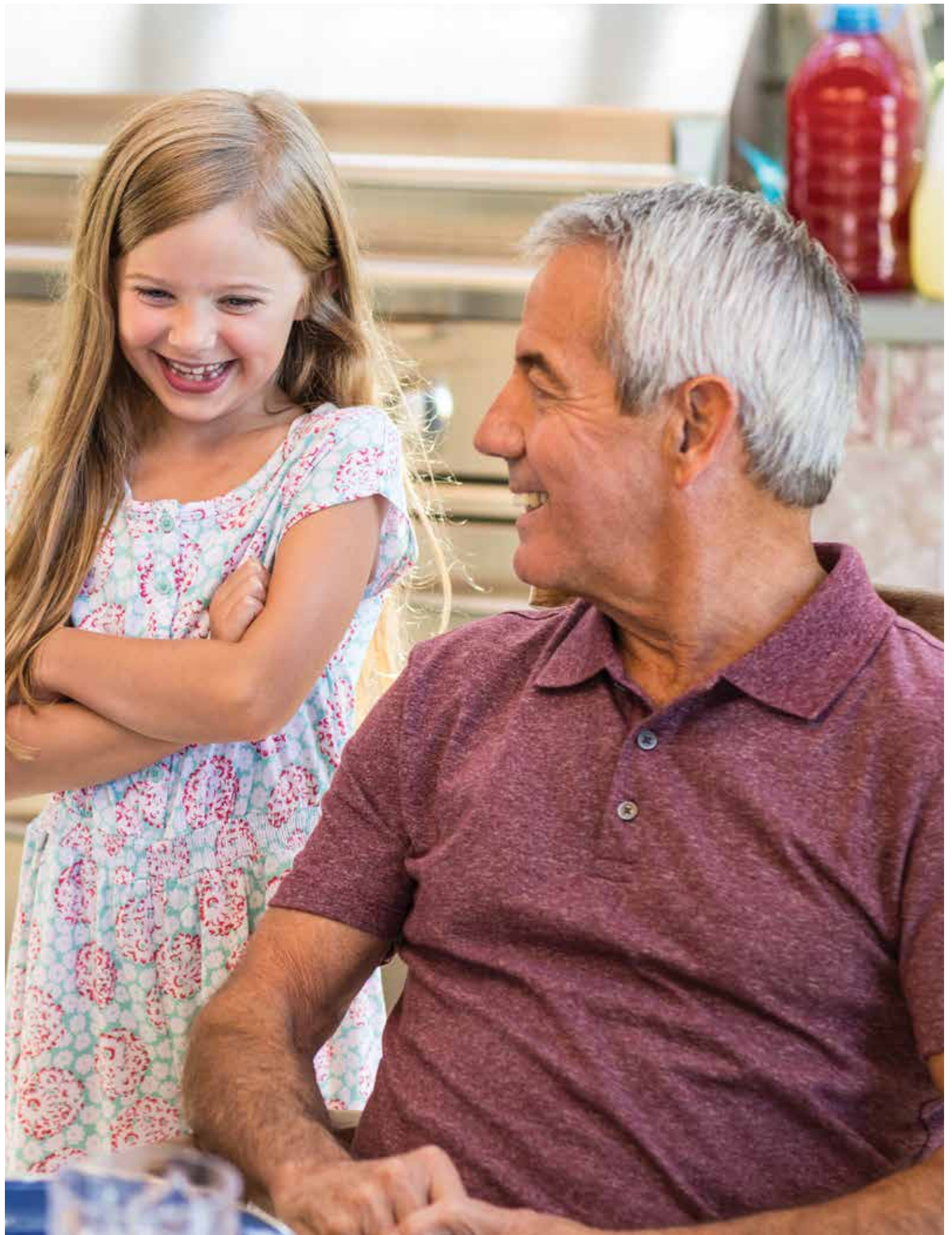
The rule of thumb often used when explaining life insurance is to purchase a policy for 10 times your gross annual salary. You may need more or less coverage, based on your specific situation, so talk to your insurance professional about completing a personal needs assessment.

What type is right for you?

Term and permanent life insurance are two coverage options available to you. Both offer tax advantages and death benefit protection for your loved ones, but they also have many differences.

	TERM	PERMANENT
Provides	The highest death benefit for the lowest cost	Lifetime protection and tax-deferred savings
Coverage	For a specified number of years	Until age 100+, as long as the scheduled premiums are paid
Cash value	Not available	Potential to accumulate cash over time on a tax-deferred basis

If you and your insurance professional decide that term life insurance is right for your needs, goals and budget, then consider Nationwide Guaranteed Level Term.



Why Nationwide® Guaranteed Level Term?

Whether you're concerned about your family being able to make the house payment or ensuring that your plans for the future become a reality, Nationwide Guaranteed Level Term can provide an affordable solution to your needs. It offers:

Level premiums

Your rates are guaranteed not to increase for the entire length of the term you select: 10, 15, 20 or 30 years. Once the policy term is over, your premiums will increase annually.

Protection that's quick and easy

The simple underwriting process and noninvasive medical requirements (available for certain ages and policy amounts) offered by Nationwide Guaranteed Level Term enable you to get the protection you need without all the hassle normally associated with purchasing life insurance.

Tax advantages

Your family receives an income tax-free death benefit that they can use to meet their immediate and future expenses. The death benefit may also be estate tax-free, if properly structured.

Options to help customize your policy

Select the right combination of benefits and features to help address your specific needs.

FEATURE	BENEFIT
Accelerated Death Benefit Rider	Provides access to your death benefit in the case of a terminal illness; available based on issue-state approval
Waiver of Premium Disability Rider	Protects your policy from lapsing, should you become disabled
Owner-directed settlement options	Enable you to choose how and when the death benefit is paid from your policy
Wellness credits	Award points toward your underwriting rating based on your healthful lifestyle

Convenient services

We designed special customer service features to make buying and owning life insurance easier for you, including:

- Automated payments, called electronic funds transfers, on all billing frequencies
- Express claims service
- Automated late payment alerts, to help keep your policy current

Conversion privileges

Nationwide Guaranteed Level Term offers you the flexibility to convert to permanent coverage of equal or lesser value, without additional medical requirements or underwriting, if your needs change later on. If the permanent policy will be larger than the original policy, then additional requirements will be needed. Conversion is allowed before attained age 65.

PRODUCT/FEATURE	CONVERSION PERIOD
10-year term policy	10 policy years
15-year term policy	15 policy years
20-year term policy	20 policy years
30-year term policy	20 policy years

If you and your insurance professional decide that term life insurance is right for your needs, goals and budget, then consider Nationwide Guaranteed Level Term.

A young girl with long brown hair is smiling and looking down at a bouquet of flowers. The bouquet includes pink, yellow, and white flowers. The background is a blurred outdoor setting with green foliage and a white railing. The text is overlaid on a dark red semi-transparent box.

What can it be used for?

Nationwide Guaranteed Level Term is a simple and affordable way to make sure your family has the resources they need. They can use the death benefit proceeds to help:

- Cover immediate expenses, such as excess medical bills, funeral costs or estate settlement and probate fees
- Pay off the mortgage, car loan or other debt
- Replace your lost income to cover food, housing, transportation or utility needs into the future
- Fund a college education for your child(ren) or retirement for your spouse

And Nationwide Guaranteed Level Term can be a good option for small-business owners, too. Whether your business is just getting started or you're thinking of retiring soon, term insurance can be an economical solution to your business planning needs.

Next steps

If you've made the decision that Nationwide Guaranteed Level Term is right for you, the underwriting process can begin. This simply means we begin the paperwork on the policy.

1. Your insurance professional will have some forms for you to sign, and they may need to ask a few medical questions.
2. Depending on the amount of insurance applied for, a medical professional may schedule a quick exam, which will include checking your height, weight and other basic medical information. In many cases, the checkup can be done in your home.
3. After the application is approved, you will receive the policy. You might want to file this with your other important documents and notify your beneficiaries.
4. Then, by paying the regularly scheduled guaranteed premium on time, you can be sure you've protected what matters most in life.

Why Nationwide?

We're glad you asked.

As a stable Midwestern company with more than 90 years of experience, we're conservative by nature. And, because we're in the business of offering annuities, life insurance, retirement plans and mutual funds, we know risk management and take many steps to protect our policyholders.

We're proud of the company we keep and the company we've built along the way. Nationwide is a Fortune 100 company² with approximately 27,000 associates, making us one of the largest financial services companies in America. Through the years, we've worked hard to build things you can rely on:

- Diversified sources of earnings and cash flows
- A strong balance sheet
- A sound and disciplined investment policy
- A long history of maintaining a quality investment portfolio

Spend some time with us, and you'll quickly see a difference. Our conservative, family-based culture allows us to bring a unique brand of personalized service to our customers.

² Based on revenue, Fortune magazine (May 2020).



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

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

Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company.

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