



Nationwide[®]
is on your side

Nationwide YourLife[®]
Survivorship VUL

Product guide



Everyone could use
a little balance



Balance protection and growth potential

You like the idea of leaving your family a **legacy** one day. If you have your way, though, there will be quite a few days between now and then. So, how do you live every day to its fullest without losing sight of your goals for the future? Nationwide YourLife® Survivorship VUL may be able to help.

Legacy

The assets left by a person at death

What’s inside?

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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.

What is Nationwide YourLife® Survivorship VUL?

Nationwide YourLife Survivorship VUL is life insurance that covers two people — such as spouses — and pays a death benefit at the second death. It's designed to provide protection with customizable death benefit guarantees, plus give you access to professionally managed **investment options** to help grow the policy's cash value (subject to market risk).

A few things to keep in mind:

- This product does not guarantee returns or insulate you from losses, including loss of principal
- The death benefit and any guarantees are subject to the claims-paying ability of the issuing insurance company
- Nationwide and its representatives do not give legal or tax advice; you should consult your legal or tax advisor for answers to specific tax questions
- Loans and partial withdrawals will reduce the death benefits payable to beneficiaries, and withdrawals above the available free amount will incur surrender charges
- Surrender charges vary by issue age, sex, underwriting rate class and product; these charges decline over time, so please see the prospectus for details

Investment options

Underlying funds available only by purchasing variable insurance products; they are not offered directly to the general public

Variable products are sold by prospectus. Carefully consider the investment objectives, risks, charges and expenses. The product and underlying fund prospectuses contain this and other important information. Investors should read them carefully before investing. To request a copy, go to nationwide.com/prospectus or call 1-800-848-6331.

Why survivorship life insurance?

Life is full of uncertainties. And while you can't stop them from happening, life insurance helps you be ready for them when they do. Choosing the right life insurance to fit your needs may seem a little daunting, but here is a quick reference guide to help you decide.

	Survivorship universal life	Survivorship variable universal life (VUL)
Overview	Offers coverage on two people, pays a benefit at the death of the second insured	Offers coverage on two people, pays a benefit at the death of the second insured
Guarantees¹	Guarantees both the death benefit and the minimum cumulative premium	Provides limited and sometimes lifetime death benefit guarantees (usually for an additional charge) and offers the potential for cash value accumulation
Rate of return	Fixed	Variable , although there is a fixed account option available
Objective	If the unexpected occurs, provides a death benefit that can help secure a family's financial future or a business's continued viability	Ensures a family's legacy, business continuation or other financial objective while providing the ability to access potential cash value growth

Death benefit

The money, typically income tax free, that your family members or other beneficiaries receive from your life insurance policy upon the death of both insureds; it may even be estate tax free if properly structured

Variable

The potential growth rate on your policy is tied to the underlying investment options you choose rather than a fixed rate as with some other product types

¹All protections and guarantees are subject to the claims-paying ability of the issuing insurance company.

Keep in mind that investing involves market risk, including the possible loss of principal. The underlying investment options are not publicly traded and cannot be purchased directly by the general public.



What can you use it for?

Need	Solution
Income replacement and family protection	Offers a way to protect your family financially after you and the other insured are gone
Estate planning	Attractive accumulation potential and lifetime death benefit guarantees for estate tax funding, estate equalization among heirs or other financial objectives
Guaranteed protection	A customizable death benefit guarantee is available as long as you meet minimum cumulative premium requirements
Wealth enhancement	Protection for loved ones with a guaranteed death benefit plus the potential to grow cash value while you and the other insured are alive
Business continuation	Helps keep a small business running smoothly with solutions for business continuation, executive bonuses, nonqualified deferred compensation and split dollar plans
Access to cash value	The tax-deferred potential cash value growth within the policy can be used to help pay for things such as funding a grandchild’s education or supplementing retirement income
Insuring the uninsurable	Makes getting coverage easier if one of the insureds has a medical condition that makes getting individual coverage difficult
Owner-directed settlement options	Allows the policyowner to select the settlement options that best meet the beneficiary’s money-handling abilities
Customizing your policy	The policy can be tailored to meet your unique needs with the addition of optional riders, usually available at an additional cost; choose from a wide selection of features, including the Select Estate Protection Rider and the Policy Split Option Rider

Policy details

Questions	Answers
How much coverage can we purchase?	The minimum amount is \$100,000.
How long will our policy last?	The policy can last for the lifetime of the surviving insured.
Can we guarantee the death benefit?	<p>Yes. There is an automatic death benefit guarantee on the base policy specified amount. This guarantee means your policy will not lapse as long as you've met the minimum monthly premium requirements, even if the policy's base cash value is less than zero. These requirements vary by policy.</p> <p>This period is based on the younger insured's age at issue: Ages 18-69: To the younger insured's age 75 (up to 20 years) Ages 70-85: 5 years</p> <p>If you would like additional protection, Nationwide also offers an optional guarantee called the Extended Death Benefit Guarantee Rider that allows you to choose the duration (21 years-lifetime) and amount (50%-100% of the base specified amount) of protection. This rider, available at an additional charge, has a limited number of investment options and a minimum cumulative premium requirement.</p>
What does Nationwide YourLife Survivorship VUL cost?	<p>We want to ensure that you and the second insured receive the most appropriate amount of coverage. So, when you sit down with your investment professional, he or she will show you a personalized illustration of what you will pay based on your needs. This amount is called the premium. Included in this amount are industry standard fees that cover things such as:</p> <ul style="list-style-type: none"> • Cost of insurance • Administrative and sales charges • Mortality and expense risk charges • Fund management fees • Taxes
Is there a fee to surrender the policy?	Yes, there is a 15-year declining surrender charge period in most states. The period and fee may vary by state.
Are there any features available to help customize the policy?	Your investment professional can explain the riders and benefits that can help you customize your policy.

<p>Are there any services to help us manage our policy?</p>	<p>Nationwide offers a wide selection of policy and investment management services to help you maintain the intended goals and guarantees of your policy.</p>
<p>How can we access the cash value in our policy?</p>	<p>If needed, the policyowner can access the cash value through loans and/or partial withdrawals. See the prospectus for further details.</p> <p>Note: If you add the Extended Death Benefit Guarantee Rider to the policy, taking a loan or partial surrender may compromise the policy’s guarantee.</p> <p>Tax law defines life insurance policies under Internal Revenue Code Section 7702A. Typically, a modified endowment contract (MEC) happens when too much premium is paid into the policy. While most VUL policies don’t become a MEC, we want you to know about them because they do have additional restrictions. For example, if you put too much money into your policy and it becomes a MEC, any gains in your policy become taxable. In addition, surrender charges may apply to partial surrenders and, if loans or surrenders are taken prior to age 59½, they may also be subject to a 10% tax penalty.</p> <p>Unpaid loans will reduce the death benefit payable, and if the policy lapses with a loan outstanding, it will be treated as a distribution and may be subject to income tax. The Overloan Lapse Protection Rider, which carries a charge only if invoked, may help protect the policy from lapse and a taxable event. Please consult your attorney or tax advisor about the tax treatment of this rider.</p>

Surrender

To cancel or terminate your policy

Riders

Optional benefits that can be added at an additional cost to help customize the policy to meet your specific needs

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

Why Nationwide®?

Nationwide was founded by a group of forward thinkers who joined forces to protect what matters most. That sense of working together for the common good has never left us. Today we're a Fortune 100 company with a diversified corporate portfolio that allows us to navigate all manner of economic ups and downs.



A.M. Best

received 10/17/2002
affirmed 10/2/2017

A+

Moody's

received 3/10/2009
affirmed 11/7/2017

A1

Standard & Poor's

received 12/22/2008
affirmed 5/24/2017

A+

These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are updated only when there's a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.

diversified CORPORATE PORTFOLIO



financial services



**personal property
and casualty**



**commercial property
and casualty**

THE BOTTOM LINE: Our consistently strong performance means we'll be with you for as long as you need us.

What happens next?

If you've made the decision that Nationwide YourLife Survivorship VUL is right for you, the underwriting process begins. This simply means we begin the paperwork on the policy.

Your investment professional will have some forms for you and the other person being insured to sign and may need to ask a few medical questions. Depending on the amount of insurance applied for, a medical professional will schedule a quick checkup, including height, weight and other basic medical information. The checkup is often done in your home.

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. Then, by paying the regularly scheduled guaranteed premium on time, you'll be protecting your family and planning for the future.



To find out more about Nationwide YourLife® Survivorship VUL, contact your investment professional today.



• 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 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. Investors should discuss their specific situation with their financial professional.

Products are issued by Nationwide Life and Annuity Insurance Company or Nationwide Life Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA.

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Policy/certificate: NWLA-380-AO

Riders/endorsements: NWLA-372-AO, NWLA-381-AO, NWLA-382-AO, NWLA-383-AO, NWLA-384-AO, NWLA-385-AO, NWLA-415-AO

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