

# 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 YourLife® 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.

# What's inside? The facts of life 2 Who should own life insurance? 3 What type is right for you? 4 Why Nationwide YourLife Guaranteed Level Term? 6 What can it be used for? 8 Next steps 9



# 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

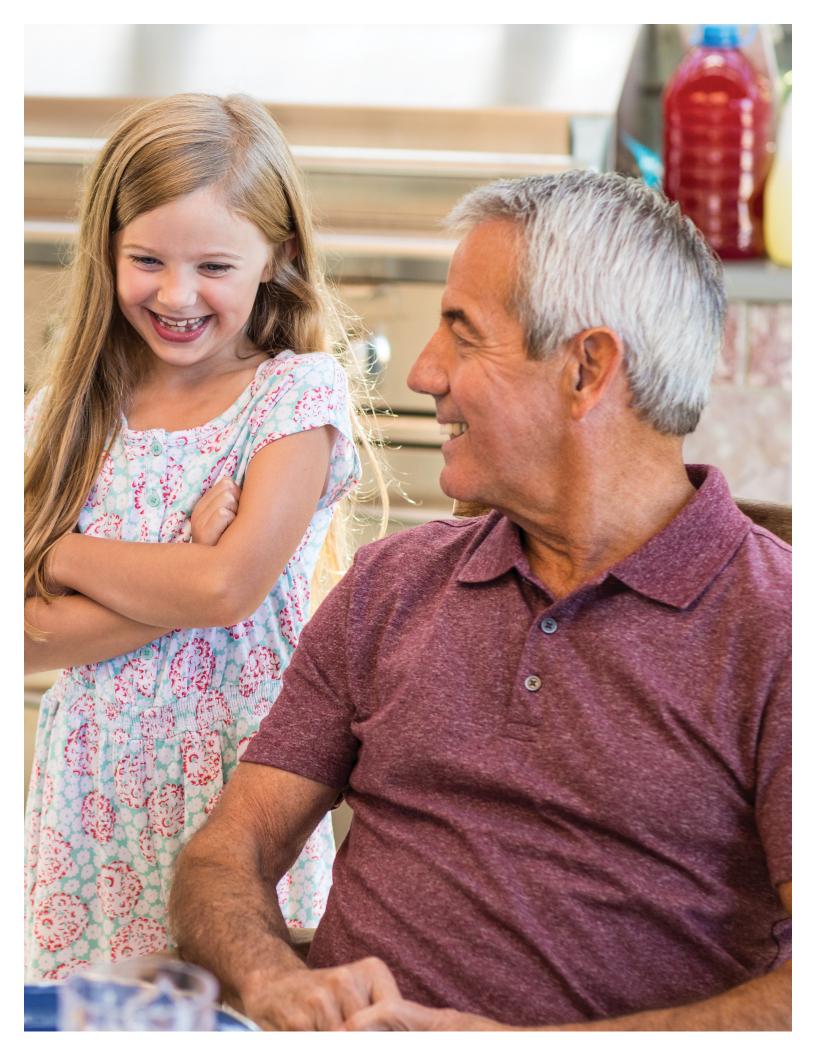
The rule of thumb often used when explaining life insurance is to purchase a policy for 10 times your gross annual salary. You may need more or less coverage based on your specific situation, so talk to your insurance professional about completing a personal needs assessment.

## What type is right for you?

Term and permanent life insurance are two kinds of coverage options available to you. Both offer death benefit protection for your loved ones and tax advantages, 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 YourLife Guaranteed Level Term.



## Why Nationwide YourLife® 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 YourLife 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 YourLife 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 if you should 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 healthy lifestyle

#### **Convenient services**

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

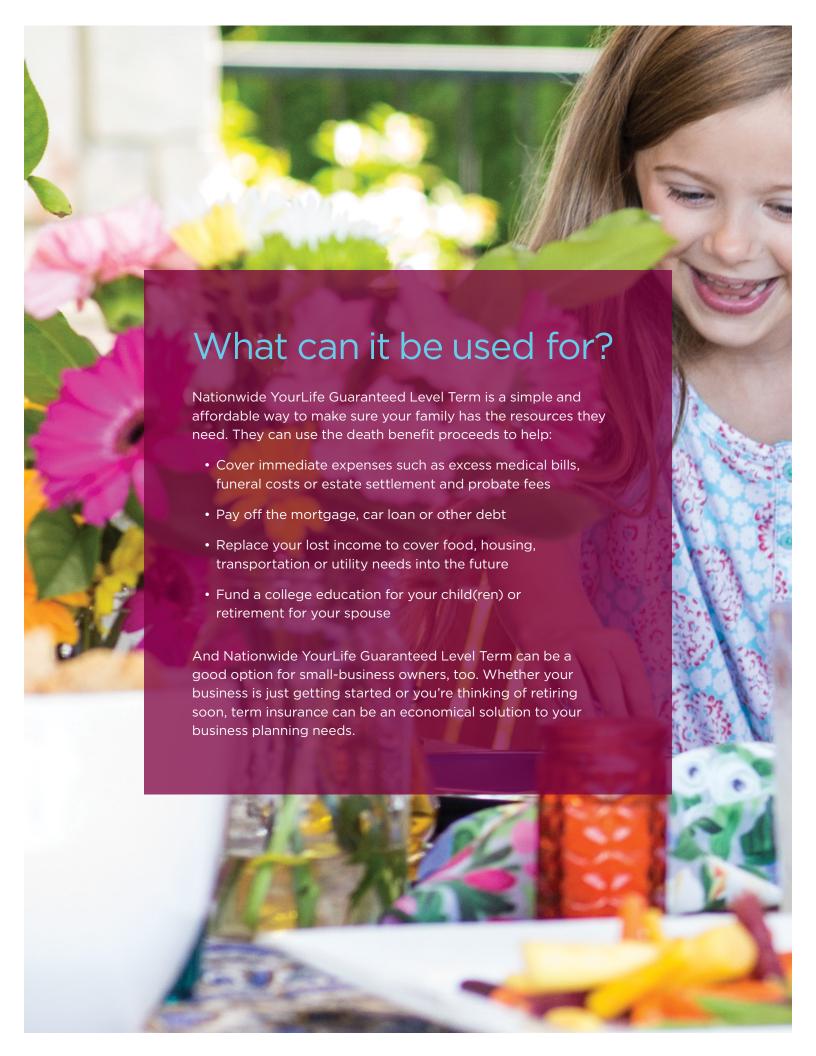
- · Automated payments, called electronic funds transfers, on all billing frequencies
- Express claims service
- Automated late payment alerts, to help keep your policy current

#### Conversion privileges

Nationwide YourLife 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 YourLife Guaranteed Level Term.



## Next steps

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

- 1. Your insurance professional will have some forms for you to sign and may need to ask a few medical questions.
- 2. Depending on the amount of insurance applied for, a medical professional may schedule a quick checkup, including 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 company<sup>2</sup> with more than 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.

<sup>2</sup> Based on revenue, Fortune magazine (May 2019).



• 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.

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