

# Life Insurance Analysis

## Client Results Summary

4/20/2021

<i>Life Name</i>	<i>Sex</i>	<i>Age</i>	<i>Class</i>	<i>State</i>	<i>Company Product</i>	<i>Initial Death Benefit</i>	<i>Initial Annual Premium</i>	<i>Guar Years</i>	<i>Premium Pay Years</i>
1 250k Of Income	Female	35	P	WA	Nationwide Nationwide No-Lapse Guarantee UL II	167,790	1,450	85	85
2 350k Of Income	Female	35	P	WA	Nationwide Nationwide No-Lapse Guarantee UL II	302,760	2,030	85	85
3 500k Of Income	Female	35	P	WA	Nationwide Nationwide No-Lapse Guarantee UL II	432,540	2,900	85	85
4 650k Of Income	Female	35	P	WA	Nationwide Nationwide No-Lapse Guarantee UL II	585,190	3,770	85	85
5 750k Of Income	Female	35	P	WA	Nationwide Nationwide No-Lapse Guarantee UL II	675,230	4,350	85	85
6 1m Of Income	Female	35	P	WA	Nationwide Nationwide No-Lapse Guarantee UL II	900,320	5,800	85	85

This is a supplemental illustration based on the life insurance policies listed in the Comparison. These illustrated values may not be guaranteed and actual results may be greater than or less than those shown. This illustration is not valid unless accompanied or preceded by a Basic Illustration for each policy illustrated. Refer to the Basic Illustrations for guaranteed elements and other important information.

# Life Insurance Analysis

4/20/2021

Nationwide

Nationwide No-Lapse Guarantee  
UL II

250k Of Income

Female Age:35

Preferred Non-Tobacco

Solve: Face

DB Opt: Level

Nationwide

Nationwide No-Lapse Guarantee  
UL II

350k Of Income

Female Age:35

Preferred Non-Tobacco

Solve: Face

DB Opt: Level

Nationwide

Nationwide No-Lapse Guarantee  
UL II

500k Of Income

Female Age:35

Preferred Non-Tobacco

Solve: Face

DB Opt: Level

Nationwide

Nationwide No-Lapse Guarantee  
UL II

650k Of Income

Female Age:35

Preferred Non-Tobacco

Solve: Face

DB Opt: Level

## Summary of Policy Values

	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed
Yr 1 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 1 Total Payment	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Yr 5 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 5 Total Payment	\$7,250	\$7,250	\$10,150	\$10,150	\$14,500	\$14,500	\$18,850	\$18,850
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	131.70%	131.70%	145.64%	145.64%	145.64%	145.64%	147.89%	147.89%
Yr 10 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 10 Total Payment	\$14,500	\$14,500	\$20,300	\$20,300	\$29,000	\$29,000	\$37,700	\$37,700
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	43.02%	43.02%	47.61%	47.61%	47.61%	47.61%	48.34%	48.34%
Yr 15 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 15 Total Payment	\$21,750	\$21,750	\$30,450	\$30,450	\$43,500	\$43,500	\$56,550	\$56,550
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	23.16%	23.16%	25.91%	25.91%	25.91%	25.91%	26.34%	26.34%

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The Internal Rate of Return is the rate at which net outlays prior to and including that year must be compounded at each and every year to generate the Net Death Benefit.

Presented by: Mark Williamson

# Life Insurance Analysis

4/20/2021

Nationwide

Nationwide No-Lapse Guarantee  
UL II

750k Of Income

Female Age:35

Preferred Non-Tobacco

Solve: Face

DB Opt: Level

Nationwide

Nationwide No-Lapse Guarantee  
UL II

1m Of Income

Female Age:35

Preferred Non-Tobacco

Solve: Face

DB Opt: Level

## Summary of Policy Values

	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed
Yr 1 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 1 Total Payment	\$4,350	\$4,350	\$5,800	\$5,800
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	N/A	N/A	N/A	N/A
Yr 5 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 5 Total Payment	\$21,750	\$21,750	\$29,000	\$29,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	147.89%	147.89%	147.89%	147.89%
Yr 10 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 10 Total Payment	\$43,500	\$43,500	\$58,000	\$58,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	48.34%	48.34%	48.34%	48.34%
Yr 15 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 15 Total Payment	\$65,250	\$65,250	\$87,000	\$87,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	26.34%	26.34%	26.34%	26.34%

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Presented by: Mark Williamson

# Life Insurance Analysis

4/20/2021

	<u>Nationwide</u>		<u>Nationwide</u>		<u>Nationwide</u>		<u>Nationwide</u>	
	<u>Nationwide No-Lapse Guarantee</u>		<u>Nationwide No-Lapse Guarantee</u>		<u>Nationwide No-Lapse Guarantee</u>		<u>Nationwide No-Lapse Guarantee</u>	
	<u>UL II</u>		<u>UL II</u>		<u>UL II</u>		<u>UL II</u>	
<b>Summary of Policy Values</b>								
	<b>Guaranteed</b>	<b>Non-Guaranteed</b>	<b>Guaranteed</b>	<b>Non-Guaranteed</b>	<b>Guaranteed</b>	<b>Non-Guaranteed</b>	<b>Guaranteed</b>	<b>Non-Guaranteed</b>
Yr 20 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 20 Total Payment	\$29,000	\$29,000	\$40,600	\$40,600	\$58,000	\$58,000	\$75,400	\$75,400
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	14.86%	14.86%	16.85%	16.85%	16.85%	16.85%	17.16%	17.16%
Yr 25 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 25 Total Payment	\$36,250	\$36,250	\$50,750	\$50,750	\$72,500	\$72,500	\$94,250	\$94,250
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	10.42%	10.42%	11.99%	11.99%	11.99%	11.99%	12.24%	12.24%
Yr 30 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 30 Total Payment	\$43,500	\$43,500	\$60,900	\$60,900	\$87,000	\$87,000	\$113,100	\$113,100
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	7.71%	7.71%	9.02%	9.02%	9.02%	9.02%	9.22%	9.22%
Yr 35 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 35 Total Payment	\$50,750	\$50,750	\$71,050	\$71,050	\$101,500	\$101,500	\$131,950	\$131,950
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	5.91%	5.91%	7.04%	7.04%	7.04%	7.04%	7.21%	7.21%
Yr 40 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 40 Total Payment	\$58,000	\$58,000	\$81,200	\$81,200	\$116,000	\$116,000	\$150,800	\$150,800
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	4.64%	4.64%	5.63%	5.63%	5.63%	5.63%	5.79%	5.79%

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The Internal Rate of Return is the rate at which net outlays prior to and including that year must be compounded at each and every year to generate the Net Death Benefit.

Presented by: Mark Williamson

# Life Insurance Analysis

4/20/2021

Nationwide

Nationwide No-Lapse Guarantee  
UL II

Nationwide

Nationwide No-Lapse Guarantee  
UL II

## Summary of Policy Values

	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed
Yr 20 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 20 Total Payment	\$87,000	\$87,000	\$116,000	\$116,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	17.16%	17.16%	17.16%	17.16%
Yr 25 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 25 Total Payment	\$108,750	\$108,750	\$145,000	\$145,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	12.24%	12.24%	12.24%	12.24%
Yr 30 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 30 Total Payment	\$130,500	\$130,500	\$174,000	\$174,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	9.22%	9.22%	9.22%	9.22%
Yr 35 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 35 Total Payment	\$152,250	\$152,250	\$203,000	\$203,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	7.21%	7.21%	7.21%	7.21%
Yr 40 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 40 Total Payment	\$174,000	\$174,000	\$232,000	\$232,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	5.79%	5.79%	5.79%	5.79%

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The Internal Rate of Return is the rate at which net outlays prior to and including that year must be compounded at each and every year to generate the Net Death Benefit.

Presented by: Mark Williamson

# Life Insurance Analysis

4/20/2021

	<u>Nationwide</u> <u>Nationwide No-Lapse Guarantee</u> <u>UL II</u>		<u>Nationwide</u> <u>Nationwide No-Lapse Guarantee</u> <u>UL II</u>		<u>Nationwide</u> <u>Nationwide No-Lapse Guarantee</u> <u>UL II</u>		<u>Nationwide</u> <u>Nationwide No-Lapse Guarantee</u> <u>UL II</u>	
	<b>Summary of Policy Values</b>							
	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed
Yr 45 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 45 Total Payment	\$65,250	\$65,250	\$91,350	\$91,350	\$130,500	\$130,500	\$169,650	\$169,650
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	3.70%	3.70%	4.60%	4.60%	4.60%	4.60%	4.73%	4.73%
Yr 50 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 50 Total Payment	\$72,500	\$72,500	\$101,500	\$101,500	\$145,000	\$145,000	\$188,500	\$188,500
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	2.99%	2.99%	3.80%	3.80%	3.80%	3.80%	3.93%	3.93%
Yr 55 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 55 Total Payment	\$79,750	\$79,750	\$111,650	\$111,650	\$159,500	\$159,500	\$207,350	\$207,350
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	2.43%	2.43%	3.18%	3.18%	3.18%	3.18%	3.30%	3.30%
Yr 60 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 60 Total Payment	\$87,000	\$87,000	\$121,800	\$121,800	\$174,000	\$174,000	\$226,200	\$226,200
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	1.99%	1.99%	2.68%	2.68%	2.68%	2.68%	2.79%	2.79%
Yr 65 Annual Net Outlay	\$1,450	\$1,450	\$2,030	\$2,030	\$2,900	\$2,900	\$3,770	\$3,770
Yr 65 Total Payment	\$94,250	\$94,250	\$131,950	\$131,950	\$188,500	\$188,500	\$245,050	\$245,050
Net Cash Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Death Benefit	\$167,790	\$167,790	\$302,760	\$302,760	\$432,540	\$432,540	\$585,190	\$585,190
IRR on NDB	1.62%	1.62%	2.28%	2.28%	2.28%	2.28%	2.38%	2.38%

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The Internal Rate of Return is the rate at which net outlays prior to and including that year must be compounded at each and every year to generate the Net Death Benefit.

Presented by: Mark Williamson

# Life Insurance Analysis

4/20/2021

Nationwide

Nationwide No-Lapse Guarantee  
UL II

Nationwide

Nationwide No-Lapse Guarantee  
UL II

## Summary of Policy Values

	Guaranteed	Non-Guaranteed	Guaranteed	Non-Guaranteed
Yr 45 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 45 Total Payment	\$195,750	\$195,750	\$261,000	\$261,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	4.73%	4.73%	4.73%	4.73%
Yr 50 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 50 Total Payment	\$217,500	\$217,500	\$290,000	\$290,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	3.93%	3.93%	3.93%	3.93%
Yr 55 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 55 Total Payment	\$239,250	\$239,250	\$319,000	\$319,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	3.30%	3.30%	3.30%	3.30%
Yr 60 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 60 Total Payment	\$261,000	\$261,000	\$348,000	\$348,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	2.79%	2.79%	2.79%	2.79%
Yr 65 Annual Net Outlay	\$4,350	\$4,350	\$5,800	\$5,800
Yr 65 Total Payment	\$282,750	\$282,750	\$377,000	\$377,000
Net Cash Value	\$0	\$0	\$0	\$0
Net Death Benefit	\$675,230	\$675,230	\$900,320	\$900,320
IRR on NDB	2.38%	2.38%	2.38%	2.38%

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Presented by: Mark Williamson

## Life Insurance Analysis

Census  
April 20, 2021

	250k Of Income	350k Of Income	500k Of Income	650k Of Income
<b>Life</b>	1	2	3	4
<b>Sex / Age</b>	Female / 35	Female / 35	Female / 35	Female / 35
<b>Class</b>	Preferred Non-Tobacco	Preferred Non-Tobacco	Preferred Non-Tobacco	Preferred Non-Tobacco
<b>Table Rating</b>	None	None	None	None
<b>Company</b>	Nationwide	Nationwide	Nationwide	Nationwide
<b>Product</b>	Nationwide No-Lapse Guarantee UL II	Nationwide No-Lapse Guarantee UL II	Nationwide No-Lapse Guarantee UL II	Nationwide No-Lapse Guarantee UL II
<b>Initial Death Benefit</b>	167,790	302,760	432,540	585,190
<b>Initial Premium</b>	1,450	2,030	2,900	3,770
<b>Initial Guaranteed Interest Rate</b>	1.00	1.00	1.00	1.00
<b>Initial Hypothetical Interest Rate</b>	0.00	0.00	0.00	0.00
<b>Face Input</b>	1-85: N	1-85: N	1-85: N	1-85: N
<b>Premium Input</b>	1-85: 1,450	1-85: 2,030	1-85: 2,900	1-85: 3,770
<b>DB Opt</b>	1-85: Level	1-85: Level	1-85: Level	1-85: Level
<b>Div Opt</b>	N/A	N/A	N/A	N/A

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## Life Insurance Analysis

Census  
April 20, 2021

	750k Of Income	1m Of Income	
<b>Life</b>	5	6	
<b>Sex / Age</b>	Female / 35	Female / 35	
<b>Class</b>	Preferred Non-Tobacco	Preferred Non-Tobacco	
<b>Table Rating</b>	None	None	
<b>Company</b>	Nationwide	Nationwide	
<b>Product</b>	Nationwide No-Lapse Guarantee UL II	Nationwide No-Lapse Guarantee UL II	
<b>Initial Death Benefit</b>	675,230	900,320	
<b>Initial Premium</b>	4,350	5,800	
<b>Initial Guaranteed Interest Rate</b>	1.00	1.00	
<b>Initial Hypothetical Interest Rate</b>	0.00	0.00	
<b>Face Input</b>	1-85: N	1-85: N	
<b>Premium Input</b>	1-85: 4,350	1-85: 5,800	
<b>DB Opt</b>	1-85: Level	1-85: Level	
<b>Div Opt</b>	N/A	N/A	

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Presented by: Mark Williamson

## *Basic Illustration*

Prepared For:  
250k Of Income

Prepared By:  
Mark Williamson  
601 Union St  
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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Life Insurance Proposal Nationwide No-Lapse Guarantee UL II

**Prepared for:**

250k Of Income

**Presented by:**

Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
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**Prepared on:**

April 20, 2021

The insurance professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company

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



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

Prepared For: 250k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$167,790  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$1,450.00 Annual  
 Long-Term Care Rider Amount: \$167,790

## Nationwide Long-Term Care (LTC) Rider Summary\*

### Coverage Applied For:

Long-Term Care Specified Amount:	<b>\$167,790</b>
Elected Percentage for Maximum Monthly LTC Rider Benefit Determination	<b>2%</b>

**Maximum Monthly Benefit at issue is \$3,356, which is the lesser of the following two amounts;**

- (a) Elected Percentage 2% times \$167,790 = \$3,356
- (b) 2021 HIPAA Per Diem is \$400 times 2 times 30 = \$24,000

\*These amounts assume no withdrawals or loans have been taken which could reduce LTC benefits. See Long-Term Care Narrative Summary Description for additional details.

### Qualified Long-Term Care Services covered by the rider will include, but are not limited to the following\*:

- Informal home care
- Formal home care
- Assisted living care
- Adult day care
- Facility care, includes nursing home care
- Other qualified service providers

\*These services can be provided domestically or internationally

Approval of coverage under the LTC Rider is subject to underwriting and may require a medical exam.

The long-term care rider does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial advisor.

Your coverage under the LTC rider is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this Rider, unless you request termination of this Rider, it will remain in force as long as the Policy remains in force. Your monthly LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider charge rate will be on a uniform basis for Insured's of the same sex, Issue Age, product, rate type and rate class whose Policies have been in force for the same duration.

If the policy's surrender value is not sufficient to pay policy charges, a lapse pending notice will be sent informing you that the policy has entered a grace period. The grace period will last 61 days from the date we mail that notice.

Prior to the passage of the Tax Cuts and Jobs Act, which became effective as of January 1, 2018, the HIPAA per diem for 2021 was established at \$400 per day. However, due to provisions in the new tax laws, the HIPAA per diem could be recalculated, resulting in a number that is less than originally established. The formula for collecting tax-free LTC benefits remains the same. Thus, any amount of LTC Benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### About the Proposal

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

The proposal is intended to assist you in understanding how the policy works, not to predict actual performance. It reflects a variety of proposed activities, such as planned premiums and coverage amounts to show the impact on the policy's performance.

This proposal assumes that the premium payment is made on the first day of each year.

### About Nationwide No-Lapse Guarantee UL II

Nationwide No-Lapse Guarantee UL II is an individual flexible premium adjustable life insurance contract covering one person, providing permanent protection for the selected Extended No-lapse Guarantee Period.

#### **Nationwide No-Lapse Guarantee UL II offers:**

- A customizable Extended No-Lapse Guarantee period that helps ensure your policy is there when you need it
- A three-tiered safety net, called the Automated Premium Monitor, that can help you and your insurance professional protect your policy's guarantee.

There is no set premium with this policy. However, sufficient premium must be paid in order to continue coverage. Premiums received are assessed a percent of premium charge. The remaining amount is applied to the policy's Accumulated Value. The Accumulated Value earns and is credited with interest. The interest rate is subject to change at any time, but is guaranteed never to be below the 1.00% guaranteed rate for the un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value. Once a month, on the Policy Monthaversary, a deduction is made from the Accumulated Value to cover administrative, insurance and other applicable expenses. These deductions will stop once the insured reaches attained Age 120. Premiums, other than loan repayments, will not be accepted once the insured reaches attained Age 120. The maturity age will be at attained Age 120.

Available Cash Surrender Value can be borrowed at any time. After the first policy year, Partial Surrenders can be made. The policy can be surrendered at any time for the Net Surrender Value, however, any amount paid will be reduced by any applicable surrender charge and outstanding policy Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

Insurance coverage under your policy and any benefits provided by any elected riders will remain in force as long as the Net Surrender Value of your policy on each Policy Monthiversary is sufficient to pay monthly administrative and insurance charges and any other applicable expenses. If the Net Surrender Value is not sufficient, your policy may be kept in force by policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for additional policy continuation details.

Any Specified Amount increase will require evidence of insurability satisfactory to Nationwide.

### Key Terms & Column Headings

**Accumulated Value** - The amount of premium paid, minus the percent of premium charge, monthly deductions for cost of insurance and other policy and rider charges, and any partial surrenders, plus interest credited.

**Annualized Premium Outlay** - Total premium paid into the policy during a policy year.

**Attained Age** - Issue Age plus the number of full policy years since the Policy Date.

**Benefit for LTC** - The maximum lifetime Long-Term Care benefit available as of the end of each policy year.

**Cash Surrender Value** - The Accumulated Value minus any Surrender Charges

**Guaranteed Values** - Guaranteed values are based on guaranteed cost of insurance and guaranteed policy charges. These values use a guaranteed interest rate of 1.00% for un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value.

**Issue Age** - The Insured's age on the birthday nearest the Policy Date.

**Loans** - Amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy Loan interest rate of 5.00% as defined in the policy. If the Loan interest is not paid, it is added to the Total Loan Balance. Any outstanding indebtedness will result in a reduction in the policy's Surrender Value and Death Benefit. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how indebtedness affects these policy continuation features.

The loaned portion of the Accumulated Value will be credited with 3.00% interest.

**Modified Endowment Contract** - A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Distributions from these types of contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts.

**Net Annual Outlay** - Shows planned premiums plus any loan repayments, less Partial Surrenders and Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

**Net Death Benefit** - Death benefit amount that would be paid to beneficiary in the event of Insured's death. This amount is net of any outstanding policy indebtedness.

**Net Surrender Value** - Accumulated Value less applicable Surrender Charges, minus any policy indebtedness. The amount that the policy owner would receive if a full surrender was effected.

**Partial Surrenders** - Amount taken as Partial Surrenders during the policy year. Partial Surrenders reduce the death benefit and Net Surrender Value by the gross surrender amount. In addition, Partial Surrenders can impact the policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how Partial Surrenders affect these policy continuation features.

**Policy Monthiversary** - The same day of the month as the Policy Date for each succeeding month. In any month where such day does not exist (e.g. 29th, 30th, and 31st), the Policy Monthiversary will be the last day of the calendar month.

**Section 7702 - Cash Value Accumulation Test (CVAT):** As defined by the IRS Code 7702, CVAT is one of two alternative tests that can be selected at issue of the Life Insurance Policy. CVAT requires the Accumulated Value at no time exceeds the Net Single Premium (NSP) to fund the future benefits.

**Section 7702 - Guideline Premium/Cash Value Corridor Test (GP/CVCT):** As defined by the IRS Code 7702, GP/CVCT is the other alternative test that can be selected at issue of the Life Insurance Policy to satisfy the tax treatment of the Life Insurance Contract. GP/CVCT is a dual test that is met at all times if:

1. The total of the gross premium paid under the contract does not exceed the Guideline Premium limitations for the contract, and
2. The statutory Cash Value Corridor requirement is satisfied

This proposal was calculated using the Guideline Premium Test.

**Specified Amount** - Dollar amount used to determine the amount of death benefit payable.

**Surrender Charges** - Amount deducted from the Accumulated Value in the event that the policy owner surrenders the policy for cash during the applicable period. The actual Surrender Charge deducted will be the lesser of the Surrender Charge shown in the table below and the Accumulated Value on the date of surrender. At no time will the deduction of the Surrender Charge cause the policy owner to owe additional funds to Nationwide Life and Annuity Insurance Company. The Surrender Charge period is in effect as shown below.

Policy Year	Surrender Charges
1	\$2,772.13
2	\$2,668.36
3	\$2,567.56
4	\$2,469.72
5	\$2,371.88
6	\$2,277.00
7	\$2,179.16



## Life Insurance Proposal

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**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

8	\$2,087.25
9	\$1,995.34
10	\$1,906.40
11	\$1,817.45
12	\$1,663.28
13	\$1,512.07
14	\$1,363.83
15	\$1,111.82
16	\$868.70
17	\$634.48
18	\$415.08
19	\$201.61
20	\$0.00

**Total Loan Balance** - Outstanding policy indebtedness plus any unpaid Loan interest.

## Additional Benefits & Information

### Accelerated Death Benefit for Terminal Illness Rider - (Form# ICC13-NWLA-495)

- The Accelerated Death Benefit for Terminal Illness Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time a claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide therefore strongly recommends that clients seek independent advice when determining the benefits of using the rider.
- Nationwide reserves the right to require the policy Specified Amount be at least \$50,000 on the rider's benefit effective date; the remaining Specified Amount, after acceleration of the death benefit, must be at least the minimum Specified Amount.
- The maximum amount of the accelerated death benefit to be paid if the Insured meets the requirements of the Eligibility and Conditions for Payment section of the rider cannot exceed 50% of the base policy Specified Amount.
- The net accelerated death benefit payment must be at least \$10,000 and shall not exceed \$250,000.
- You may not be able to use the Accelerated Death Benefit for Terminal Illness Rider if the current base policy death benefit is equal to the stated minimum death benefit in your policy.

### Accelerated Death Benefit for Critical Illness Rider - (Form # ICC20-NWLA-606)

This rider is automatically added to eligible policies at issue. A charge will only occur if the rider benefit is paid.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

This rider permits a request for an elected portion of the base policy's Specified Amount when the Insured is diagnosed with any of the following as described in the rider, including any required period of survival or treatment:

- Cancer
- Heart attack
- Heart valve replacement
- Kidney failure
- Major organ transplant
- Paralysis
- Stroke
- Sudden cardiac arrest

The maximum annual benefit is the lesser of 10% of the specified amount or \$25,000 per event and is paid as a lump sum. A maximum of 5 claims are allowed.

An administrative charge of up to \$250 dollars, and any due and unpaid premium or policy charges and a loan repayment for any outstanding policy loan, are deducted from the benefit payment. In addition, the Specified Amount and other policy values are reduced each time an accelerated death benefit payment is made. The reduction in the Specified Amount will be more than one dollar for each dollar of benefit received by the Policy Owner based on factors that exist at the time of claim including interest rates and age of insured at the time of claim. The reduction factor includes the cost of accessing the death benefit early. Benefits provided by other riders may also be impacted or require termination when a benefit under the Critical Illness Rider is paid.

Benefits may be taxable under certain circumstances. Consult your tax advisor.

Limitations on availability and the amount of the benefit apply. If the policy specified amount at the time of claim is at or near the minimum stated specified amount in the policy, benefits may not be available. Please request a copy of the rider for details.

#### **Policy Maturity Date Extension**

- This policy provision protects against the possibility of outliving coverage.
- Provided the policy has not lapsed or been surrendered before reaching the original Maturity Date (the insured's Attained Age 120), the original Maturity Date will automatically be extended to pay a death benefit upon the death of the insured.
- After the original Maturity Date is extended, payments will no longer be accepted (except for loan repayments), interest will continue to be credited to the policy's Accumulated Value, and monthly charges will no longer be deducted.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### Initial No-Lapse Guarantee Policy Continuation

This proposal reflects a 5 year Initial No-Lapse Guarantee Policy Continuation period.

The Initial No-Lapse Guarantee Monthly Premium is \$77.00\*

The Initial No-Lapse Guarantee Policy Continuation provision ensures that the policy will not lapse during the Initial No-Lapse Guarantee Policy Continuation period as long as (1) is greater than or equal to (2), where:

- 1) Is the sum of all premiums paid, minus any Partial Surrenders, Partial Surrender fees, Surrender Charges, returned premium, and outstanding policy indebtedness
- 2) Is the sum of the Initial No-Lapse Guarantee Monthly Premium in effect for each respective month completed since the policy issue date.

\*The dollar amount of the Initial No-Lapse Guarantee Monthly Premium is subject to change if changes are made to the policy.

### Extended No-Lapse Guarantee Policy Continuation

The Extended No-Lapse Guarantee Policy Continuation provision ensures that, after the Initial No-Lapse Guarantee Period has ended, the policy will not lapse as long as the Extended No-Lapse Guarantee Value, minus any Indebtedness, is greater than zero. The Extended No-Lapse Guarantee Value is not used in determining the Accumulated Value, death benefit, or any other benefits provided in this policy or any elected riders. The Extended No-Lapse Guarantee Value is not a monetary amount that you may access.

The Extended No-Lapse Guarantee Value depends on management of the policy including but not limited to the frequency, timing and amount of premium, Partial Surrenders and policy Loans. Any difference between the actual management of the policy and management of the policy as proposed could impact the Extended No-Lapse Guarantee Value, which could cause you to lose your guaranteed death benefit earlier than proposed.

This proposal reflects an Extended No-Lapse Guarantee Maximum Attained Age period to attained age 120. You have specified a guarantee period to Attained Age 120. Based on the proposed assumptions, the policy will provide an actual guarantee to Attained Age 120.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

#### **Long-Term Care Rider - (Form# ICC16-NWLA-523)**

This rider provides monthly benefits for qualified Long-Term Care services upon approval of a claim. Eligibility requirements include certification that the Insured is chronically ill, a plan of care for qualified LTC services, and a 90 calendar day elimination period must be met. Chronically ill means, the insured has been certified, within the preceding twelve months, by a licensed health care practitioner other than the owner or employee of an LTC service provider or immediate family of the policy owner or Insured, as:

- a. being unable to perform, without substantial assistance from another individual, at least two or more activities of daily living for a period of at least ninety days due to a loss of functional capacity; or
- b. requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment.
- **Qualified LTC services include:** informal home care; formal home care; assisted living care, adult day care, facility care, including nursing home care, and other qualified services.
- **International Benefits** - Insureds residing in a foreign country when the need for benefits arise are not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the US.
- **Exclusions** - This rider does not cover any expense which results from: intentionally self-inflicted injuries or attempts at suicide; committing or attempting to commit a felony; alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a Physician; or war or any act of war, whether declared or undeclared.
- **Pre-existing Conditions** - This rider also does not cover preexisting conditions not disclosed in the application if the need for services begins during the first six months after the LTC Rider effective date.
- **Cash Indemnity Benefits** - Once a claim has been approved, no bills or receipts are needed. The LTC benefit will be paid directly to the policy owner on a monthly basis. Benefits are paid as an acceleration of the elected portion of the policy's Specified Amount.
- **No-Lapse Guarantee** - The LTC Rider offers a 'no-lapse guarantee' feature (see the 'Policy & Rider Lapse Protection' section of the LTC Rider). While LTC benefits are being paid, if the policy's surrender value is insufficient to cover monthly deductions, the monthly deductions will be waived and we will not lapse the policy. However, while the policy is being kept in force by this feature, the death benefit will be calculated using your LTC Rider Specified Amount. If the LTC Rider Specified Amount is less than the Total Specified Amount, your death benefit will be reduced. In addition, if the no-lapse guarantee is keeping the policy in force when a claim ends or LTC benefits are exhausted, additional premium may be required to keep the policy in force.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

- You have selected the LTC Rider Specified Amount of \$167,790.00 with a risk class of Couple Preferred Nontobacco. Approval of coverage under this Rider is subject to underwriting, and will require a medical exam.
- The maximum monthly benefit provided by this Rider is the lesser of: the LTC Rider Specified Amount multiplied by an elected percentage of 2%, 3%, or 4%; two times the HIPAA per diem in effect at the time the benefit is paid multiplied by thirty; or 1/12 of the remaining maximum lifetime benefit provided by the Rider. You may elect to take less than the maximum monthly benefit.
- Monthly LTC Rider Charge for each electable maximum monthly benefit is:
  - \$9.90 for the 2% monthly LTC benefit
  - \$13.42 for the 3% monthly LTC benefit
  - \$16.95 for the 4% monthly LTC benefit
- You elected 2%. This election cannot be changed once the policy is in force

**Residual Death Benefit Endorsement (ICC16-NWLA-526)** - If LTC Rider benefits have been paid and the LTC Rider is In Force when the Insured dies, the policy will provide minimum Death Benefit Proceeds as follows.

1. If the LTC Rider is not keeping the policy in force and the Death Benefit is not greater than or equal to 10% of: the Base Policy Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to the greater of zero, or: (1) 10% of: the base Policy Specified Amount minus any Indebtedness; minus (2) the lesser of (a) or (b) if the Policy is in a grace period when the Insured dies, where: (a) is any due and unpaid monthly deductions and any other Policy charges; and (b) is the dollar amount of Premium that would meet the requirements of any death benefit guarantee or no-lapse guarantee; and

2. If the LTC Rider is keeping the policy In Force and the Death Benefit Proceeds are not greater than or equal to: 10% of: the LTC Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to 10% of: the LTC Specified Amount minus any Indebtedness.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 250k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$167,790

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$1,450.00 Annual

**Long-Term Care Rider Amount:** \$167,790

## Numeric Summary

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Cumulative Premium Outlay	Net Surrender Value	Net Death Benefit
5	40	7,250	0	167,790
10	45	14,500	0	167,790
20	55	29,000	0	167,790
35	70	50,750	0	167,790
65	100	94,250	0	167,790
85	120	123,250	0	167,790

**Based on Premium Outlay,**  
**Coverage would continue to:**

**Age 120**

Policy was not a Modified Endowment Contract.

I have received a copy of this proposal. I also understand that this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_ Date \_\_\_\_\_

Applicant/Policy Owner

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_ Date \_\_\_\_\_

Sales Representative

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



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 250k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$167,790  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$1,450.00 Annual  
**Long-Term Care Rider Amount:** \$167,790

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
1	36	1,450	0	0	167,790 *	167,790
2	37	1,450	0	0	167,790 *	167,790
3	38	1,450	0	0	167,790 *	167,790
4	39	1,450	0	0	167,790 *	167,790
5	40	1,450	0	0	167,790 *	167,790
<b>Total</b>		<b>7,250</b>				
6	41	1,450	0	0	167,790 **	167,790
7	42	1,450	0	0	167,790 **	167,790
8	43	1,450	0	0	167,790 **	167,790
9	44	1,450	0	0	167,790 **	167,790
10	45	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>14,500</b>				
11	46	1,450	0	0	167,790 **	167,790
12	47	1,450	0	0	167,790 **	167,790
13	48	1,450	0	0	167,790 **	167,790
14	49	1,450	0	0	167,790 **	167,790
15	50	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>21,750</b>				
16	51	1,450	0	0	167,790 **	167,790
17	52	1,450	0	0	167,790 **	167,790
18	53	1,450	0	0	167,790 **	167,790
19	54	1,450	0	0	167,790 **	167,790
20	55	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>29,000</b>				
21	56	1,450	0	0	167,790 **	167,790
22	57	1,450	0	0	167,790 **	167,790
23	58	1,450	0	0	167,790 **	167,790
24	59	1,450	0	0	167,790 **	167,790
25	60	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>36,250</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 250k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$167,790  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$1,450.00 Annual  
 Long-Term Care Rider Amount: \$167,790

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
26	61	1,450	0	0	167,790 **	167,790
27	62	1,450	0	0	167,790 **	167,790
28	63	1,450	0	0	167,790 **	167,790
29	64	1,450	0	0	167,790 **	167,790
30	65	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>43,500</b>				
31	66	1,450	0	0	167,790 **	167,790
32	67	1,450	0	0	167,790 **	167,790
33	68	1,450	0	0	167,790 **	167,790
34	69	1,450	0	0	167,790 **	167,790
35	70	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>50,750</b>				
36	71	1,450	0	0	167,790 **	167,790
37	72	1,450	0	0	167,790 **	167,790
38	73	1,450	0	0	167,790 **	167,790
39	74	1,450	0	0	167,790 **	167,790
40	75	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>58,000</b>				
41	76	1,450	0	0	167,790 **	167,790
42	77	1,450	0	0	167,790 **	167,790
43	78	1,450	0	0	167,790 **	167,790
44	79	1,450	0	0	167,790 **	167,790
45	80	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>65,250</b>				
46	81	1,450	0	0	167,790 **	167,790
47	82	1,450	0	0	167,790 **	167,790
48	83	1,450	0	0	167,790 **	167,790
49	84	1,450	0	0	167,790 **	167,790
50	85	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>72,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 250k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$167,790  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$1,450.00 Annual  
 Long-Term Care Rider Amount: \$167,790

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
51	86	1,450	0	0	167,790 **	167,790
52	87	1,450	0	0	167,790 **	167,790
53	88	1,450	0	0	167,790 **	167,790
54	89	1,450	0	0	167,790 **	167,790
55	90	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>79,750</b>				
56	91	1,450	0	0	167,790 **	167,790
57	92	1,450	0	0	167,790 **	167,790
58	93	1,450	0	0	167,790 **	167,790
59	94	1,450	0	0	167,790 **	167,790
60	95	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>87,000</b>				
61	96	1,450	0	0	167,790 **	167,790
62	97	1,450	0	0	167,790 **	167,790
63	98	1,450	0	0	167,790 **	167,790
64	99	1,450	0	0	167,790 **	167,790
65	100	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>94,250</b>				
66	101	1,450	0	0	167,790 **	167,790
67	102	1,450	0	0	167,790 **	167,790
68	103	1,450	0	0	167,790 **	167,790
69	104	1,450	0	0	167,790 **	167,790
70	105	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>101,500</b>				
71	106	1,450	0	0	167,790 **	167,790
72	107	1,450	0	0	167,790 **	167,790
73	108	1,450	0	0	167,790 **	167,790
74	109	1,450	0	0	167,790 **	167,790
75	110	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>108,750</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.





Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 250k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$167,790  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$1,450.00 Annual  
**Long-Term Care Rider Amount:** \$167,790

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
76	111	1,450	0	0	167,790 **	167,790
77	112	1,450	0	0	167,790 **	167,790
78	113	1,450	0	0	167,790 **	167,790
79	114	1,450	0	0	167,790 **	167,790
80	115	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>116,000</b>				
81	116	1,450	0	0	167,790 **	167,790
82	117	1,450	0	0	167,790 **	167,790
83	118	1,450	0	0	167,790 **	167,790
84	119	1,450	0	0	167,790 **	167,790
85	120	1,450	0	0	167,790 **	167,790
<b>Total</b>		<b>123,250</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 250k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$167,790

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$1,450.00 Annual

**Long-Term Care Rider Amount:** \$167,790

## Premium Summary

**INLGP:           \$77.00**

**TP:               \$1,306.98**

**MEP:             \$4,576.00**

**GAP:             \$2,651.00**

**GSP:             \$32,346.00**

**Initial No-Lapse Guarantee Premium (INLGP):** The minimum monthly premium for 5 years to ensure that the Initial No-Lapse Guarantee remains in force. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

**Target Premium (TP):** This is the value used in the calculation of commissions.

**Modified Endowment Premium (MEP):** As defined by the IRS Code 7702A, this premium represents the level annual premium required for seven years to mature the policy under mortality charges at an annual interest rate of 4%.

**Guideline Annual Premium (GAP):** This premium represents the level annual premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 4%.

**Guideline Single Premium (GSP):** This premium represents the single premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 6%.

Please see the basic proposal for further information on the guaranteed elements and other important information.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**
**Input Summary - Ledger**  
**Case File: [Untitled]**


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**Screen: Insured**

Revised Proposal?	No	Sex	Female
Issue State	WA	Issue Age or DOB (mm/dd/yyyy)	35
First Name	250k Of	Risk Class	Preferred Nontobacco
Last Name	Income	Tax Bracket	30% From 1 To 99

---

**Screen: Face Amount and Premium**

Total Specified Amount Option	Solve From 1 To 85	Lump Sum Month First Year	1
Section 7702	GPT	1035 Exchange?	No
Death Benefit Option	Level	Avoid MEC	No
Scheduled Premium	1450 From 1 To 85	Target	Lapse Protection Guarantee
Premium Mode	Annual	Maximum Guarantee Period	To Age 120
Return of Premium	No	Specified Guarantee Period	A120

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**Screen: Interest Rate and Income**

Guaranteed Rate		Loan Interest Payment Method	Borrow
Withdrawal Cap	None	Distribution Mode	Annual From 1 To Max

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**Screen: Riders**

Accidental Death Benefit	No	Rate Class	Preferred Nontobacco
Children's Term Insurance Amount		Married / Civil Union / Domestic	Yes
Long Term Care Rider	Yes	Print LTC Analysis?	No
Maximum Monthly Benefit	2%	Return of Premium	No
Long Term Care Amount	Equal to Total Specified Amount	Waiver of Monthly Deductions Rider	No

---

**Screen: Output Design**

General Ledger	Yes	Monthly Cost Summary	No
Annual Cost Summary	No	Monthly COI Report	No
Internal Rate of Return	No	Cost and Benefit Report	No
Premium Summary	Yes	Net Cost Per Dollar	No
Nationwide Financial Strength	No	A Guarantee in Uncertain Times	No
Value of Life Insurance Report	No	Wealth Transfer (annuitization)	No
OCC Report	No	Wealth Transfer with LTC (annuitization)	No
Outlay/Tax Report	No	(LTC Rider must be Specified)	
Surrender Charge Report	No		

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## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio****Illustrated Goal Inputs**

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Premium Pay To Age	a120
Maturity or Lapse Age	a120
Cash Value Goal	N/A
Target Year for Cash Value Goal	N/A
Death Benefit Option Change	N/A
Death Benefit Option Change Year	N/A
Optimal Switch	No
Net Rate of Return/Current Interest Rate Assumed	N/A
Overloan Invoked	N/A
Income Type	N/A
Loan Interest Payment Method	N/A
Income Start/Stop Year	N/A
Annualized Income Amount	N/A
Income Frequency	N/A
Specified Amount Change Year	N/A
New Base Specified Amount	N/A
ATR Amount Change Year	N/A
New ATR Specified Amount	N/A

*Not valid without compliance ledgers dated 4/20/2021*

Name: 250k Of Income F/35

Company/ Product: Nationwide/ Nationwide No-Lapse Guarantee UL II

**Product Warning(s)**

- Specified Amount is \$163,040 when Return of Premium (via Periodic Access Minimum Surrender Value rider) feature is elected.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Insured

Insured Name	250k Of Income
Sex	Female
Age	35
Class	Preferred Non-Tobacco
Flat Extra	1 to 85 - 0.00
State of Issue	Washington
Tax Bracket	1 to 99 - 30

## Solve For

Solve For	Face Amount
Face Solve Option	1 to 85 - No Lapse Solve
Maximum Guarantee Period	To Age 120
Specified Guarantee Period	Age
Age	120
Modal Premium	1 to 85 - 1,450

## Disbursements

Disbursements	N
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## Policy Options

Death Benefit Option	1 to 85 - Option 1 - Level
Premium Mode	Annual
Prevent MEC	N
1035 Exchange Amount	0
1035 Exchange Month	1
Lump Sum Premium	1 to 85 -
Lump Sum Month First Year	1
Section 7702	GPT
Revised Illustration	N
Years to Print	Max

## Policy Riders

Policy Riders	Y
Long Term Care Rider II	Y
Maximum Monthly Benefit	2%
LTC Rider Amount	Equal to Total Specified Amount
LTC Rate Class	Preferred Non-Tobacco
Married / Civil Union / Domestic	Y
Print LTC Analysis	N
Waiver of Monthly Deductions	N
Accidental Death Benefit	N
Child Term Rider	N
Return of Premium / Periodic Access Minimum Surrender	N
Value	

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Report Options

Report Options	Y
Personalized Sales Ideas	
A Guarantee in Uncertain Times	N
Wealth Transfer with LTC [LTC rider must be selected]	N
Reports	
General Ledger	Y
Premium Summary Report	Y
Summary of Guaranteed Values	Y
Nationwide Financial Strength	N
Value of Life Insurance Report	N
Annual Cost Summary	N
IRR Report	N
OCC Report	N
Outlay/Tax Report	N
Surrender Charge Report	N
Monthly Cost Summary	N
Monthly COI Report	N
Cost and Benefit Report	N
Net Cost Per Dollar	N
Commission Summary	N

## Agent Info

Agent Name	Mark Williamson
Agent Address1	601 Union St
Agent City	SEATTLE
Agent State	Washington
Agent Zip Code	98101
Agent Phone	206-623-8801
Agent Email	adasdff@f.com
Bank Sale	N

## Concept

Concept	None
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## *Basic Illustration*

Prepared For:  
350k Of Income

Prepared By:  
Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
ph: 206-623-8801  
adasdff@f.com

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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Life Insurance Proposal Nationwide No-Lapse Guarantee UL II

**Prepared for:**

350k Of Income

**Presented by:**

Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
Phone: 206-623-8801  
EMail: adasdfff@f.com

**Prepared on:**

April 20, 2021

The insurance professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company

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



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

Prepared For: 350k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$302,760  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$2,030.00 Annual  
 Long-Term Care Rider Amount: \$302,760

## Nationwide Long-Term Care (LTC) Rider Summary\*

### Coverage Applied For:

Long-Term Care Specified Amount:	<b>\$302,760</b>
Elected Percentage for Maximum Monthly LTC Rider Benefit Determination	<b>2%</b>

**Maximum Monthly Benefit at issue is \$6,055, which is the lesser of the following two amounts;**

- (a) Elected Percentage 2% times \$302,760 = \$6,055
- (b) 2021 HIPAA Per Diem is \$400 times 2 times 30 = \$24,000

\*These amounts assume no withdrawals or loans have been taken which could reduce LTC benefits. See Long-Term Care Narrative Summary Description for additional details.

**Qualified Long-Term Care Services covered by the rider will include, but are not limited to the following\*:**

- Informal home care
- Formal home care
- Assisted living care
- Adult day care
- Facility care, includes nursing home care
- Other qualified service providers

\*These services can be provided domestically or internationally

Approval of coverage under the LTC Rider is subject to underwriting and may require a medical exam.

The long-term care rider does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial advisor.

Your coverage under the LTC rider is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this Rider, unless you request termination of this Rider, it will remain in force as long as the Policy remains in force. Your monthly LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider charge rate will be on a uniform basis for Insured's of the same sex, Issue Age, product, rate type and rate class whose Policies have been in force for the same duration.

If the policy's surrender value is not sufficient to pay policy charges, a lapse pending notice will be sent informing you that the policy has entered a grace period. The grace period will last 61 days from the date we mail that notice.

Prior to the passage of the Tax Cuts and Jobs Act, which became effective as of January 1, 2018, the HIPAA per diem for 2021 was established at \$400 per day. However, due to provisions in the new tax laws, the HIPAA per diem could be recalculated, resulting in a number that is less than originally established. The formula for collecting tax-free LTC benefits remains the same. Thus, any amount of LTC Benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### About the Proposal

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

The proposal is intended to assist you in understanding how the policy works, not to predict actual performance. It reflects a variety of proposed activities, such as planned premiums and coverage amounts to show the impact on the policy's performance.

This proposal assumes that the premium payment is made on the first day of each year.

### About Nationwide No-Lapse Guarantee UL II

Nationwide No-Lapse Guarantee UL II is an individual flexible premium adjustable life insurance contract covering one person, providing permanent protection for the selected Extended No-lapse Guarantee Period.

#### **Nationwide No-Lapse Guarantee UL II offers:**

- A customizable Extended No-Lapse Guarantee period that helps ensure your policy is there when you need it
- A three-tiered safety net, called the Automated Premium Monitor, that can help you and your insurance professional protect your policy's guarantee.

There is no set premium with this policy. However, sufficient premium must be paid in order to continue coverage. Premiums received are assessed a percent of premium charge. The remaining amount is applied to the policy's Accumulated Value. The Accumulated Value earns and is credited with interest. The interest rate is subject to change at any time, but is guaranteed never to be below the 1.00% guaranteed rate for the un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value. Once a month, on the Policy Monthaversary, a deduction is made from the Accumulated Value to cover administrative, insurance and other applicable expenses. These deductions will stop once the insured reaches attained Age 120. Premiums, other than loan repayments, will not be accepted once the insured reaches attained Age 120. The maturity age will be at attained Age 120.

Available Cash Surrender Value can be borrowed at any time. After the first policy year, Partial Surrenders can be made. The policy can be surrendered at any time for the Net Surrender Value, however, any amount paid will be reduced by any applicable surrender charge and outstanding policy Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

Insurance coverage under your policy and any benefits provided by any elected riders will remain in force as long as the Net Surrender Value of your policy on each Policy Monthiversary is sufficient to pay monthly administrative and insurance charges and any other applicable expenses. If the Net Surrender Value is not sufficient, your policy may be kept in force by policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for additional policy continuation details.

Any Specified Amount increase will require evidence of insurability satisfactory to Nationwide.

### Key Terms & Column Headings

**Accumulated Value** - The amount of premium paid, minus the percent of premium charge, monthly deductions for cost of insurance and other policy and rider charges, and any partial surrenders, plus interest credited.

**Annualized Premium Outlay** - Total premium paid into the policy during a policy year.

**Attained Age** - Issue Age plus the number of full policy years since the Policy Date.

**Benefit for LTC** - The maximum lifetime Long-Term Care benefit available as of the end of each policy year.

**Cash Surrender Value** - The Accumulated Value minus any Surrender Charges

**Guaranteed Values** - Guaranteed values are based on guaranteed cost of insurance and guaranteed policy charges. These values use a guaranteed interest rate of 1.00% for un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value.

**Issue Age** - The Insured's age on the birthday nearest the Policy Date.

**Loans** - Amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy Loan interest rate of 5.00% as defined in the policy. If the Loan interest is not paid, it is added to the Total Loan Balance. Any outstanding indebtedness will result in a reduction in the policy's Surrender Value and Death Benefit. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how indebtedness affects these policy continuation features.

The loaned portion of the Accumulated Value will be credited with 3.00% interest.

**Modified Endowment Contract** - A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Distributions from these types of contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts.

**Net Annual Outlay** - Shows planned premiums plus any loan repayments, less Partial Surrenders and Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

**Net Death Benefit** - Death benefit amount that would be paid to beneficiary in the event of Insured's death. This amount is net of any outstanding policy indebtedness.

**Net Surrender Value** - Accumulated Value less applicable Surrender Charges, minus any policy indebtedness. The amount that the policy owner would receive if a full surrender was effected.

**Partial Surrenders** - Amount taken as Partial Surrenders during the policy year. Partial Surrenders reduce the death benefit and Net Surrender Value by the gross surrender amount. In addition, Partial Surrenders can impact the policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how Partial Surrenders affect these policy continuation features.

**Policy Monthiversary** - The same day of the month as the Policy Date for each succeeding month. In any month where such day does not exist (e.g. 29th, 30th, and 31st), the Policy Monthiversary will be the last day of the calendar month.

**Section 7702 - Cash Value Accumulation Test (CVAT):** As defined by the IRS Code 7702, CVAT is one of two alternative tests that can be selected at issue of the Life Insurance Policy. CVAT requires the Accumulated Value at no time exceeds the Net Single Premium (NSP) to fund the future benefits.

**Section 7702 - Guideline Premium/Cash Value Corridor Test (GP/CVCT):** As defined by the IRS Code 7702, GP/CVCT is the other alternative test that can be selected at issue of the Life Insurance Policy to satisfy the tax treatment of the Life Insurance Contract. GP/CVCT is a dual test that is met at all times if:

1. The total of the gross premium paid under the contract does not exceed the Guideline Premium limitations for the contract, and
2. The statutory Cash Value Corridor requirement is satisfied

This proposal was calculated using the Guideline Premium Test.

**Specified Amount** - Dollar amount used to determine the amount of death benefit payable.

**Surrender Charges** - Amount deducted from the Accumulated Value in the event that the policy owner surrenders the policy for cash during the applicable period. The actual Surrender Charge deducted will be the lesser of the Surrender Charge shown in the table below and the Accumulated Value on the date of surrender. At no time will the deduction of the Surrender Charge cause the policy owner to owe additional funds to Nationwide Life and Annuity Insurance Company. The Surrender Charge period is in effect as shown below.

Policy Year	Surrender Charges
1	\$5,002.03
2	\$4,814.79
3	\$4,632.90
4	\$4,456.36
5	\$4,279.82
6	\$4,108.62
7	\$3,932.08



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

8	\$3,766.24
9	\$3,600.39
10	\$3,439.90
11	\$3,279.41
12	\$3,001.22
13	\$2,728.38
14	\$2,460.89
15	\$2,006.16
16	\$1,567.48
17	\$1,144.85
18	\$748.97
19	\$363.78
20	\$0.00

**Total Loan Balance** - Outstanding policy indebtedness plus any unpaid Loan interest.

### Additional Benefits & Information

#### **Accelerated Death Benefit for Terminal Illness Rider - (Form# ICC13-NWLA-495)**

- The Accelerated Death Benefit for Terminal Illness Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time a claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide therefore strongly recommends that clients seek independent advice when determining the benefits of using the rider.
- Nationwide reserves the right to require the policy Specified Amount be at least \$50,000 on the rider's benefit effective date; the remaining Specified Amount, after acceleration of the death benefit, must be at least the minimum Specified Amount.
- The maximum amount of the accelerated death benefit to be paid if the Insured meets the requirements of the Eligibility and Conditions for Payment section of the rider cannot exceed 50% of the base policy Specified Amount.
- The net accelerated death benefit payment must be at least \$10,000 and shall not exceed \$250,000.
- You may not be able to use the Accelerated Death Benefit for Terminal Illness Rider if the current base policy death benefit is equal to the stated minimum death benefit in your policy.

#### **Accelerated Death Benefit for Critical Illness Rider - (Form # ICC20-NWLA-606)**

This rider is automatically added to eligible policies at issue. A charge will only occur if the rider benefit is paid.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

This rider permits a request for an elected portion of the base policy's Specified Amount when the Insured is diagnosed with any of the following as described in the rider, including any required period of survival or treatment:

- Cancer
- Heart attack
- Heart valve replacement
- Kidney failure
- Major organ transplant
- Paralysis
- Stroke
- Sudden cardiac arrest

The maximum annual benefit is the lesser of 10% of the specified amount or \$25,000 per event and is paid as a lump sum. A maximum of 5 claims are allowed.

An administrative charge of up to \$250 dollars, and any due and unpaid premium or policy charges and a loan repayment for any outstanding policy loan, are deducted from the benefit payment. In addition, the Specified Amount and other policy values are reduced each time an accelerated death benefit payment is made. The reduction in the Specified Amount will be more than one dollar for each dollar of benefit received by the Policy Owner based on factors that exist at the time of claim including interest rates and age of insured at the time of claim. The reduction factor includes the cost of accessing the death benefit early. Benefits provided by other riders may also be impacted or require termination when a benefit under the Critical Illness Rider is paid.

Benefits may be taxable under certain circumstances. Consult your tax advisor.

Limitations on availability and the amount of the benefit apply. If the policy specified amount at the time of claim is at or near the minimum stated specified amount in the policy, benefits may not be available. Please request a copy of the rider for details.

#### **Policy Maturity Date Extension**

- This policy provision protects against the possibility of outliving coverage.
- Provided the policy has not lapsed or been surrendered before reaching the original Maturity Date (the insured's Attained Age 120), the original Maturity Date will automatically be extended to pay a death benefit upon the death of the insured.
- After the original Maturity Date is extended, payments will no longer be accepted (except for loan repayments), interest will continue to be credited to the policy's Accumulated Value, and monthly charges will no longer be deducted.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### Initial No-Lapse Guarantee Policy Continuation

This proposal reflects a 5 year Initial No-Lapse Guarantee Policy Continuation period.

The Initial No-Lapse Guarantee Monthly Premium is \$105.00\*

The Initial No-Lapse Guarantee Policy Continuation provision ensures that the policy will not lapse during the Initial No-Lapse Guarantee Policy Continuation period as long as (1) is greater than or equal to (2), where:

- 1) Is the sum of all premiums paid, minus any Partial Surrenders, Partial Surrender fees, Surrender Charges, returned premium, and outstanding policy indebtedness
- 2) Is the sum of the Initial No-Lapse Guarantee Monthly Premium in effect for each respective month completed since the policy issue date.

\*The dollar amount of the Initial No-Lapse Guarantee Monthly Premium is subject to change if changes are made to the policy.

### Extended No-Lapse Guarantee Policy Continuation

The Extended No-Lapse Guarantee Policy Continuation provision ensures that, after the Initial No-Lapse Guarantee Period has ended, the policy will not lapse as long as the Extended No-Lapse Guarantee Value, minus any Indebtedness, is greater than zero. The Extended No-Lapse Guarantee Value is not used in determining the Accumulated Value, death benefit, or any other benefits provided in this policy or any elected riders. The Extended No-Lapse Guarantee Value is not a monetary amount that you may access.

The Extended No-Lapse Guarantee Value depends on management of the policy including but not limited to the frequency, timing and amount of premium, Partial Surrenders and policy Loans. Any difference between the actual management of the policy and management of the policy as proposed could impact the Extended No-Lapse Guarantee Value, which could cause you to lose your guaranteed death benefit earlier than proposed.

This proposal reflects an Extended No-Lapse Guarantee Maximum Attained Age period to attained age 120. You have specified a guarantee period to Attained Age 120. Based on the proposed assumptions, the policy will provide an actual guarantee to Attained Age 120.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

#### **Long-Term Care Rider - (Form# ICC16-NWLA-523)**

This rider provides monthly benefits for qualified Long-Term Care services upon approval of a claim. Eligibility requirements include certification that the Insured is chronically ill, a plan of care for qualified LTC services, and a 90 calendar day elimination period must be met. Chronically ill means, the insured has been certified, within the preceding twelve months, by a licensed health care practitioner other than the owner or employee of an LTC service provider or immediate family of the policy owner or Insured, as:

- a. being unable to perform, without substantial assistance from another individual, at least two or more activities of daily living for a period of at least ninety days due to a loss of functional capacity; or
  - b. requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment.
- **Qualified LTC services include:** informal home care; formal home care; assisted living care, adult day care, facility care, including nursing home care, and other qualified services.
  - **International Benefits** - Insureds residing in a foreign country when the need for benefits arise are not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the US.
  - **Exclusions** - This rider does not cover any expense which results from: intentionally self-inflicted injuries or attempts at suicide; committing or attempting to commit a felony; alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a Physician; or war or any act of war, whether declared or undeclared.
  - **Pre-existing Conditions** - This rider also does not cover preexisting conditions not disclosed in the application if the need for services begins during the first six months after the LTC Rider effective date.
  - **Cash Indemnity Benefits** - Once a claim has been approved, no bills or receipts are needed. The LTC benefit will be paid directly to the policy owner on a monthly basis. Benefits are paid as an acceleration of the elected portion of the policy's Specified Amount.
  - **No-Lapse Guarantee** - The LTC Rider offers a 'no-lapse guarantee' feature (see the 'Policy & Rider Lapse Protection' section of the LTC Rider). While LTC benefits are being paid, if the policy's surrender value is insufficient to cover monthly deductions, the monthly deductions will be waived and we will not lapse the policy. However, while the policy is being kept in force by this feature, the death benefit will be calculated using your LTC Rider Specified Amount. If the LTC Rider Specified Amount is less than the Total Specified Amount, your death benefit will be reduced. In addition, if the no-lapse guarantee is keeping the policy in force when a claim ends or LTC benefits are exhausted, additional premium may be required to keep the policy in force.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

- You have selected the LTC Rider Specified Amount of \$302,760.00 with a risk class of Couple Preferred Nontobacco. Approval of coverage under this Rider is subject to underwriting, and will require a medical exam.
- The maximum monthly benefit provided by this Rider is the lesser of: the LTC Rider Specified Amount multiplied by an elected percentage of 2%, 3%, or 4%; two times the HIPAA per diem in effect at the time the benefit is paid multiplied by thirty; or 1/12 of the remaining maximum lifetime benefit provided by the Rider. You may elect to take less than the maximum monthly benefit.
- Monthly LTC Rider Charge for each electable maximum monthly benefit is:
  - \$17.86 for the 2% monthly LTC benefit
  - \$24.22 for the 3% monthly LTC benefit
  - \$30.58 for the 4% monthly LTC benefit
- You elected 2%. This election cannot be changed once the policy is in force

**Residual Death Benefit Endorsement (ICC16-NWLA-526)** - If LTC Rider benefits have been paid and the LTC Rider is In Force when the Insured dies, the policy will provide minimum Death Benefit Proceeds as follows.

1. If the LTC Rider is not keeping the policy in force and the Death Benefit is not greater than or equal to 10% of: the Base Policy Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to the greater of zero, or: (1) 10% of: the base Policy Specified Amount minus any Indebtedness; minus (2) the lesser of (a) or (b) if the Policy is in a grace period when the Insured dies, where: (a) is any due and unpaid monthly deductions and any other Policy charges; and (b) is the dollar amount of Premium that would meet the requirements of any death benefit guarantee or no-lapse guarantee; and

2. If the LTC Rider is keeping the policy In Force and the Death Benefit Proceeds are not greater than or equal to: 10% of: the LTC Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to 10% of: the LTC Specified Amount minus any Indebtedness.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 350k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$302,760  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$2,030.00 Annual  
**Long-Term Care Rider Amount:** \$302,760

## Numeric Summary

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Cumulative Premium Outlay	Net Surrender Value	Net Death Benefit
5	40	10,150	0	302,760
10	45	20,300	0	302,760
20	55	40,600	0	302,760
35	70	71,050	0	302,760
65	100	131,950	0	302,760
85	120	172,550	0	302,760

**Based on Premium Outlay,**  
**Coverage would continue to:**

**Age 120**

Policy was not a Modified Endowment Contract.

I have received a copy of this proposal. I also understand that this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_  
 Applicant/Policy Owner

\_\_\_\_\_  
 Date

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_  
 Sales Representative

\_\_\_\_\_  
 Date

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



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 350k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$302,760  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$2,030.00 Annual  
 Long-Term Care Rider Amount: \$302,760

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
1	36	2,030	0	0	302,760 *	302,760
2	37	2,030	0	0	302,760 *	302,760
3	38	2,030	0	0	302,760 *	302,760
4	39	2,030	0	0	302,760 *	302,760
5	40	2,030	0	0	302,760 *	302,760
<b>Total</b>		<b>10,150</b>				
6	41	2,030	0	0	302,760 **	302,760
7	42	2,030	0	0	302,760 **	302,760
8	43	2,030	0	0	302,760 **	302,760
9	44	2,030	0	0	302,760 **	302,760
10	45	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>20,300</b>				
11	46	2,030	0	0	302,760 **	302,760
12	47	2,030	0	0	302,760 **	302,760
13	48	2,030	0	0	302,760 **	302,760
14	49	2,030	0	0	302,760 **	302,760
15	50	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>30,450</b>				
16	51	2,030	0	0	302,760 **	302,760
17	52	2,030	0	0	302,760 **	302,760
18	53	2,030	0	0	302,760 **	302,760
19	54	2,030	0	0	302,760 **	302,760
20	55	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>40,600</b>				
21	56	2,030	0	0	302,760 **	302,760
22	57	2,030	0	0	302,760 **	302,760
23	58	2,030	0	0	302,760 **	302,760
24	59	2,030	0	0	302,760 **	302,760
25	60	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>50,750</b>				

Based on Premium Outlay, coverage would continue to: **Insured's attained age: 120**

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 350k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$302,760  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$2,030.00 Annual  
 Long-Term Care Rider Amount: \$302,760

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
26	61	2,030	0	0	302,760 **	302,760
27	62	2,030	0	0	302,760 **	302,760
28	63	2,030	0	0	302,760 **	302,760
29	64	2,030	0	0	302,760 **	302,760
30	65	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>60,900</b>				
31	66	2,030	0	0	302,760 **	302,760
32	67	2,030	0	0	302,760 **	302,760
33	68	2,030	0	0	302,760 **	302,760
34	69	2,030	0	0	302,760 **	302,760
35	70	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>71,050</b>				
36	71	2,030	0	0	302,760 **	302,760
37	72	2,030	0	0	302,760 **	302,760
38	73	2,030	0	0	302,760 **	302,760
39	74	2,030	0	0	302,760 **	302,760
40	75	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>81,200</b>				
41	76	2,030	0	0	302,760 **	302,760
42	77	2,030	0	0	302,760 **	302,760
43	78	2,030	0	0	302,760 **	302,760
44	79	2,030	0	0	302,760 **	302,760
45	80	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>91,350</b>				
46	81	2,030	0	0	302,760 **	302,760
47	82	2,030	0	0	302,760 **	302,760
48	83	2,030	0	0	302,760 **	302,760
49	84	2,030	0	0	302,760 **	302,760
50	85	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>101,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 350k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$302,760  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$2,030.00 Annual  
 Long-Term Care Rider Amount: \$302,760

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
51	86	2,030	0	0	302,760 **	302,760
52	87	2,030	0	0	302,760 **	302,760
53	88	2,030	0	0	302,760 **	302,760
54	89	2,030	0	0	302,760 **	302,760
55	90	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>111,650</b>				
56	91	2,030	0	0	302,760 **	302,760
57	92	2,030	0	0	302,760 **	302,760
58	93	2,030	0	0	302,760 **	302,760
59	94	2,030	0	0	302,760 **	302,760
60	95	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>121,800</b>				
61	96	2,030	0	0	302,760 **	302,760
62	97	2,030	0	0	302,760 **	302,760
63	98	2,030	0	0	302,760 **	302,760
64	99	2,030	0	0	302,760 **	302,760
65	100	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>131,950</b>				
66	101	2,030	0	0	302,760 **	302,760
67	102	2,030	0	0	302,760 **	302,760
68	103	2,030	0	0	302,760 **	302,760
69	104	2,030	0	0	302,760 **	302,760
70	105	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>142,100</b>				
71	106	2,030	0	0	302,760 **	302,760
72	107	2,030	0	0	302,760 **	302,760
73	108	2,030	0	0	302,760 **	302,760
74	109	2,030	0	0	302,760 **	302,760
75	110	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>152,250</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 350k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$302,760  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$2,030.00 Annual  
**Long-Term Care Rider Amount:** \$302,760

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
76	111	2,030	0	0	302,760 **	302,760
77	112	2,030	0	0	302,760 **	302,760
78	113	2,030	0	0	302,760 **	302,760
79	114	2,030	0	0	302,760 **	302,760
80	115	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>162,400</b>				
81	116	2,030	0	0	302,760 **	302,760
82	117	2,030	0	0	302,760 **	302,760
83	118	2,030	0	0	302,760 **	302,760
84	119	2,030	0	0	302,760 **	302,760
85	120	2,030	0	0	302,760 **	302,760
<b>Total</b>		<b>172,550</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 350k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$302,760

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$2,030.00 Annual

**Long-Term Care Rider Amount:** \$302,760

## Premium Summary

**INLGP: \$105.00**

**TP: \$1,773.04**

**MEP: \$8,257.00**

**GAP: \$4,214.00**

**GSP: \$50,929.00**

**Initial No-Lapse Guarantee Premium (INLGP):** The minimum monthly premium for 5 years to ensure that the Initial No-Lapse Guarantee remains in force. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

**Target Premium (TP):** This is the value used in the calculation of commissions.

**Modified Endowment Premium (MEP):** As defined by the IRS Code 7702A, this premium represents the level annual premium required for seven years to mature the policy under mortality charges at an annual interest rate of 4%.

**Guideline Annual Premium (GAP):** This premium represents the level annual premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 4%.

**Guideline Single Premium (GSP):** This premium represents the single premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 6%.

Please see the basic proposal for further information on the guaranteed elements and other important information.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**
**Input Summary - Ledger**  
**Case File: [Untitled]**


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**Screen: Insured**

Revised Proposal?	No	Sex	Female
Issue State	WA	Issue Age or DOB (mm/dd/yyyy)	35
First Name	350k Of	Risk Class	Preferred Nontobacco
Last Name	Income	Tax Bracket	30% From 1 To 99

---

**Screen: Face Amount and Premium**

Total Specified Amount Option	Solve From 1 To 85	Lump Sum Month First Year	1
Section 7702	GPT	1035 Exchange?	No
Death Benefit Option	Level	Avoid MEC	No
Scheduled Premium	2030 From 1 To 85	Target	Lapse Protection Guarantee
Premium Mode	Annual	Maximum Guarantee Period	To Age 120
Return of Premium	No	Specified Guarantee Period	A120

---

**Screen: Interest Rate and Income**

Guaranteed Rate		Loan Interest Payment Method	Borrow
Withdrawal Cap	None	Distribution Mode	Annual From 1 To Max

---

**Screen: Riders**

Accidental Death Benefit	No	Rate Class	Preferred Nontobacco
Children's Term Insurance Amount		Married / Civil Union / Domestic	Yes
Long Term Care Rider	Yes	Print LTC Analysis?	No
Maximum Monthly Benefit	2%	Return of Premium	No
Long Term Care Amount	Equal to Total Specified Amount	Waiver of Monthly Deductions Rider	No

---

**Screen: Output Design**

General Ledger	Yes	Monthly Cost Summary	No
Annual Cost Summary	No	Monthly COI Report	No
Internal Rate of Return	No	Cost and Benefit Report	No
Premium Summary	Yes	Net Cost Per Dollar	No
Nationwide Financial Strength	No	A Guarantee in Uncertain Times	No
Value of Life Insurance Report	No	Wealth Transfer (annuitization)	No
OCC Report	No	Wealth Transfer with LTC (annuitization)	No
Outlay/Tax Report	No	(LTC Rider must be Specified)	
Surrender Charge Report	No		

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## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio****Illustrated Goal Inputs**

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Premium Pay To Age	a120
Maturity or Lapse Age	a120
Cash Value Goal	N/A
Target Year for Cash Value Goal	N/A
Death Benefit Option Change	N/A
Death Benefit Option Change Year	N/A
Optimal Switch	No
Net Rate of Return/Current Interest Rate Assumed	N/A
Overloan Invoked	N/A
Income Type	N/A
Loan Interest Payment Method	N/A
Income Start/Stop Year	N/A
Annualized Income Amount	N/A
Income Frequency	N/A
Specified Amount Change Year	N/A
New Base Specified Amount	N/A
ATR Amount Change Year	N/A
New ATR Specified Amount	N/A

*Not valid without compliance ledgers dated 4/20/2021*

**Name: 350k Of Income F/35**

**Company/ Product: Nationwide/ Nationwide No-Lapse Guarantee UL II**

**Product Warning(s)**

- Specified Amount is \$295,180 when Return of Premium (via Periodic Access Minimum Surrender Value rider) feature is elected.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Insured

Insured Name	350k Of Income
Sex	Female
Age	35
Class	Preferred Non-Tobacco
Flat Extra	1 to 85 - 0.00
State of Issue	Washington
Tax Bracket	1 to 99 - 30

## Solve For

Solve For	Face Amount
Face Solve Option	1 to 85 - No Lapse Solve
Maximum Guarantee Period	To Age 120
Specified Guarantee Period	Age
Age	120
Modal Premium	1 to 85 - 2,030

## Disbursements

Disbursements	N
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## Policy Options

Death Benefit Option	1 to 85 - Option 1 - Level
Premium Mode	Annual
Prevent MEC	N
1035 Exchange Amount	0
1035 Exchange Month	1
Lump Sum Premium	1 to 85 -
Lump Sum Month First Year	1
Section 7702	GPT
Revised Illustration	N
Years to Print	Max

## Policy Riders

Policy Riders	Y
Long Term Care Rider II	Y
Maximum Monthly Benefit	2%
LTC Rider Amount	Equal to Total Specified Amount
LTC Rate Class	Preferred Non-Tobacco
Married / Civil Union / Domestic	Y
Print LTC Analysis	N
Waiver of Monthly Deductions	N
Accidental Death Benefit	N
Child Term Rider	N
Return of Premium / Periodic Access Minimum Surrender	N
Value	

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Report Options

Report Options	Y
Personalized Sales Ideas	
A Guarantee in Uncertain Times	N
Wealth Transfer with LTC [LTC rider must be selected]	N
Reports	
General Ledger	Y
Premium Summary Report	Y
Summary of Guaranteed Values	Y
Nationwide Financial Strength	N
Value of Life Insurance Report	N
Annual Cost Summary	N
IRR Report	N
OCC Report	N
Outlay/Tax Report	N
Surrender Charge Report	N
Monthly Cost Summary	N
Monthly COI Report	N
Cost and Benefit Report	N
Net Cost Per Dollar	N
Commission Summary	N

## Agent Info

Agent Name	Mark Williamson
Agent Address1	601 Union St
Agent City	SEATTLE
Agent State	Washington
Agent Zip Code	98101
Agent Phone	206-623-8801
Agent Email	adasdff@f.com
Bank Sale	N

## Concept

Concept	None
---------	------

## *Basic Illustration*

Prepared For:  
500k Of Income

Prepared By:  
Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
ph: 206-623-8801  
adasdff@f.com

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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Life Insurance Proposal Nationwide No-Lapse Guarantee UL II

**Prepared for:**

500k Of Income

**Presented by:**

Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
Phone: 206-623-8801  
EMail: adasdfff@f.com

**Prepared on:**

April 20, 2021

The insurance professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company

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



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

Prepared For: 500k Of Income // Female/35/Preferred Nontobacco

IRC Section 7702: Guideline Premium Test

Specified Amount: \$432,540

ENLG Max Attained Age: 120

Initial Planned Premium: \$2,900.00 Annual

Long-Term Care Rider Amount: \$432,540

## Nationwide Long-Term Care (LTC) Rider Summary\*

### Coverage Applied For:

Long-Term Care Specified Amount:	<b>\$432,540</b>
Elected Percentage for Maximum Monthly LTC Rider Benefit Determination	<b>2%</b>

**Maximum Monthly Benefit at issue is \$8,651, which is the lesser of the following two amounts;**

- (a) Elected Percentage 2% times \$432,540 = \$8,651
- (b) 2021 HIPAA Per Diem is \$400 times 2 times 30 = \$24,000

\*These amounts assume no withdrawals or loans have been taken which could reduce LTC benefits. See Long-Term Care Narrative Summary Description for additional details.

**Qualified Long-Term Care Services covered by the rider will include, but are not limited to the following\*:**

- Informal home care
- Formal home care
- Assisted living care
- Adult day care
- Facility care, includes nursing home care
- Other qualified service providers

\*These services can be provided domestically or internationally

Approval of coverage under the LTC Rider is subject to underwriting and may require a medical exam.

The long-term care rider does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial advisor.

Your coverage under the LTC rider is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this Rider, unless you request termination of this Rider, it will remain in force as long as the Policy remains in force. Your monthly LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider charge rate will be on a uniform basis for Insured's of the same sex, Issue Age, product, rate type and rate class whose Policies have been in force for the same duration.

If the policy's surrender value is not sufficient to pay policy charges, a lapse pending notice will be sent informing you that the policy has entered a grace period. The grace period will last 61 days from the date we mail that notice.

Prior to the passage of the Tax Cuts and Jobs Act, which became effective as of January 1, 2018, the HIPAA per diem for 2021 was established at \$400 per day. However, due to provisions in the new tax laws, the HIPAA per diem could be recalculated, resulting in a number that is less than originally established. The formula for collecting tax-free LTC benefits remains the same. Thus, any amount of LTC Benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.





Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### About the Proposal

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

The proposal is intended to assist you in understanding how the policy works, not to predict actual performance. It reflects a variety of proposed activities, such as planned premiums and coverage amounts to show the impact on the policy's performance.

This proposal assumes that the premium payment is made on the first day of each year.

### About Nationwide No-Lapse Guarantee UL II

Nationwide No-Lapse Guarantee UL II is an individual flexible premium adjustable life insurance contract covering one person, providing permanent protection for the selected Extended No-lapse Guarantee Period.

#### **Nationwide No-Lapse Guarantee UL II offers:**

- A customizable Extended No-Lapse Guarantee period that helps ensure your policy is there when you need it
- A three-tiered safety net, called the Automated Premium Monitor, that can help you and your insurance professional protect your policy's guarantee.

There is no set premium with this policy. However, sufficient premium must be paid in order to continue coverage. Premiums received are assessed a percent of premium charge. The remaining amount is applied to the policy's Accumulated Value. The Accumulated Value earns and is credited with interest. The interest rate is subject to change at any time, but is guaranteed never to be below the 1.00% guaranteed rate for the un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value. Once a month, on the Policy Monthiversary, a deduction is made from the Accumulated Value to cover administrative, insurance and other applicable expenses. These deductions will stop once the insured reaches attained Age 120. Premiums, other than loan repayments, will not be accepted once the insured reaches attained Age 120. The maturity age will be at attained Age 120.

Available Cash Surrender Value can be borrowed at any time. After the first policy year, Partial Surrenders can be made. The policy can be surrendered at any time for the Net Surrender Value, however, any amount paid will be reduced by any applicable surrender charge and outstanding policy Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

Insurance coverage under your policy and any benefits provided by any elected riders will remain in force as long as the Net Surrender Value of your policy on each Policy Monthiversary is sufficient to pay monthly administrative and insurance charges and any other applicable expenses. If the Net Surrender Value is not sufficient, your policy may be kept in force by policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for additional policy continuation details.

Any Specified Amount increase will require evidence of insurability satisfactory to Nationwide.

### Key Terms & Column Headings

**Accumulated Value** - The amount of premium paid, minus the percent of premium charge, monthly deductions for cost of insurance and other policy and rider charges, and any partial surrenders, plus interest credited.

**Annualized Premium Outlay** - Total premium paid into the policy during a policy year.

**Attained Age** - Issue Age plus the number of full policy years since the Policy Date.

**Benefit for LTC** - The maximum lifetime Long-Term Care benefit available as of the end of each policy year.

**Cash Surrender Value** - The Accumulated Value minus any Surrender Charges

**Guaranteed Values** - Guaranteed values are based on guaranteed cost of insurance and guaranteed policy charges. These values use a guaranteed interest rate of 1.00% for un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value.

**Issue Age** - The Insured's age on the birthday nearest the Policy Date.

**Loans** - Amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy Loan interest rate of 5.00% as defined in the policy. If the Loan interest is not paid, it is added to the Total Loan Balance. Any outstanding indebtedness will result in a reduction in the policy's Surrender Value and Death Benefit. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how indebtedness affects these policy continuation features.

The loaned portion of the Accumulated Value will be credited with 3.00% interest.

**Modified Endowment Contract** - A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Distributions from these types of contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts.

**Net Annual Outlay** - Shows planned premiums plus any loan repayments, less Partial Surrenders and Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

**Net Death Benefit** - Death benefit amount that would be paid to beneficiary in the event of Insured's death. This amount is net of any outstanding policy indebtedness.

**Net Surrender Value** - Accumulated Value less applicable Surrender Charges, minus any policy indebtedness. The amount that the policy owner would receive if a full surrender was effected.

**Partial Surrenders** - Amount taken as Partial Surrenders during the policy year. Partial Surrenders reduce the death benefit and Net Surrender Value by the gross surrender amount. In addition, Partial Surrenders can impact the policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how Partial Surrenders affect these policy continuation features.

**Policy Monthiversary** - The same day of the month as the Policy Date for each succeeding month. In any month where such day does not exist (e.g. 29th, 30th, and 31st), the Policy Monthiversary will be the last day of the calendar month.

**Section 7702 - Cash Value Accumulation Test (CVAT):** As defined by the IRS Code 7702, CVAT is one of two alternative tests that can be selected at issue of the Life Insurance Policy. CVAT requires the Accumulated Value at no time exceeds the Net Single Premium (NSP) to fund the future benefits.

**Section 7702 - Guideline Premium/Cash Value Corridor Test (GP/CVCT):** As defined by the IRS Code 7702, GP/CVCT is the other alternative test that can be selected at issue of the Life Insurance Policy to satisfy the tax treatment of the Life Insurance Contract. GP/CVCT is a dual test that is met at all times if:

1. The total of the gross premium paid under the contract does not exceed the Guideline Premium limitations for the contract, and
2. The statutory Cash Value Corridor requirement is satisfied

This proposal was calculated using the Guideline Premium Test.

**Specified Amount** - Dollar amount used to determine the amount of death benefit payable.

**Surrender Charges** - Amount deducted from the Accumulated Value in the event that the policy owner surrenders the policy for cash during the applicable period. The actual Surrender Charge deducted will be the lesser of the Surrender Charge shown in the table below and the Accumulated Value on the date of surrender. At no time will the deduction of the Surrender Charge cause the policy owner to owe additional funds to Nationwide Life and Annuity Insurance Company. The Surrender Charge period is in effect as shown below.

Policy Year	Surrender Charges
1	\$7,146.19
2	\$6,878.68
3	\$6,618.82
4	\$6,366.60
5	\$6,114.39
6	\$5,869.81
7	\$5,617.59



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

8	\$5,380.66
9	\$5,143.73
10	\$4,914.44
11	\$4,685.15
12	\$4,287.71
13	\$3,897.92
14	\$3,515.77
15	\$2,866.12
16	\$2,239.39
17	\$1,635.60
18	\$1,070.02
19	\$519.72
20	\$0.00

**Total Loan Balance** - Outstanding policy indebtedness plus any unpaid Loan interest.

### Additional Benefits & Information

#### **Accelerated Death Benefit for Terminal Illness Rider - (Form# ICC13-NWLA-495)**

- The Accelerated Death Benefit for Terminal Illness Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time a claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide therefore strongly recommends that clients seek independent advice when determining the benefits of using the rider.
- Nationwide reserves the right to require the policy Specified Amount be at least \$50,000 on the rider's benefit effective date; the remaining Specified Amount, after acceleration of the death benefit, must be at least the minimum Specified Amount.
- The maximum amount of the accelerated death benefit to be paid if the Insured meets the requirements of the Eligibility and Conditions for Payment section of the rider cannot exceed 50% of the base policy Specified Amount.
- The net accelerated death benefit payment must be at least \$10,000 and shall not exceed \$250,000.
- You may not be able to use the Accelerated Death Benefit for Terminal Illness Rider if the current base policy death benefit is equal to the stated minimum death benefit in your policy.

#### **Accelerated Death Benefit for Critical Illness Rider - (Form # ICC20-NWLA-606)**

This rider is automatically added to eligible policies at issue. A charge will only occur if the rider benefit is paid.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

This rider permits a request for an elected portion of the base policy's Specified Amount when the Insured is diagnosed with any of the following as described in the rider, including any required period of survival or treatment:

- Cancer
- Heart attack
- Heart valve replacement
- Kidney failure
- Major organ transplant
- Paralysis
- Stroke
- Sudden cardiac arrest

The maximum annual benefit is the lesser of 10% of the specified amount or \$25,000 per event and is paid as a lump sum. A maximum of 5 claims are allowed.

An administrative charge of up to \$250 dollars, and any due and unpaid premium or policy charges and a loan repayment for any outstanding policy loan, are deducted from the benefit payment. In addition, the Specified Amount and other policy values are reduced each time an accelerated death benefit payment is made. The reduction in the Specified Amount will be more than one dollar for each dollar of benefit received by the Policy Owner based on factors that exist at the time of claim including interest rates and age of insured at the time of claim. The reduction factor includes the cost of accessing the death benefit early. Benefits provided by other riders may also be impacted or require termination when a benefit under the Critical Illness Rider is paid.

Benefits may be taxable under certain circumstances. Consult your tax advisor.

Limitations on availability and the amount of the benefit apply. If the policy specified amount at the time of claim is at or near the minimum stated specified amount in the policy, benefits may not be available. Please request a copy of the rider for details.

#### **Policy Maturity Date Extension**

- This policy provision protects against the possibility of outliving coverage.
- Provided the policy has not lapsed or been surrendered before reaching the original Maturity Date (the insured's Attained Age 120), the original Maturity Date will automatically be extended to pay a death benefit upon the death of the insured.
- After the original Maturity Date is extended, payments will no longer be accepted (except for loan repayments), interest will continue to be credited to the policy's Accumulated Value, and monthly charges will no longer be deducted.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### Initial No-Lapse Guarantee Policy Continuation

This proposal reflects a 5 year Initial No-Lapse Guarantee Policy Continuation period.

The Initial No-Lapse Guarantee Monthly Premium is \$149.00\*

The Initial No-Lapse Guarantee Policy Continuation provision ensures that the policy will not lapse during the Initial No-Lapse Guarantee Policy Continuation period as long as (1) is greater than or equal to (2), where:

- 1) Is the sum of all premiums paid, minus any Partial Surrenders, Partial Surrender fees, Surrender Charges, returned premium, and outstanding policy indebtedness
- 2) Is the sum of the Initial No-Lapse Guarantee Monthly Premium in effect for each respective month completed since the policy issue date.

\*The dollar amount of the Initial No-Lapse Guarantee Monthly Premium is subject to change if changes are made to the policy.

### Extended No-Lapse Guarantee Policy Continuation

The Extended No-Lapse Guarantee Policy Continuation provision ensures that, after the Initial No-Lapse Guarantee Period has ended, the policy will not lapse as long as the Extended No-Lapse Guarantee Value, minus any Indebtedness, is greater than zero. The Extended No-Lapse Guarantee Value is not used in determining the Accumulated Value, death benefit, or any other benefits provided in this policy or any elected riders. The Extended No-Lapse Guarantee Value is not a monetary amount that you may access.

The Extended No-Lapse Guarantee Value depends on management of the policy including but not limited to the frequency, timing and amount of premium, Partial Surrenders and policy Loans. Any difference between the actual management of the policy and management of the policy as proposed could impact the Extended No-Lapse Guarantee Value, which could cause you to lose your guaranteed death benefit earlier than proposed.

This proposal reflects an Extended No-Lapse Guarantee Maximum Attained Age period to attained age 120. You have specified a guarantee period to Attained Age 120. Based on the proposed assumptions, the policy will provide an actual guarantee to Attained Age 120.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

#### **Long-Term Care Rider - (Form# ICC16-NWLA-523)**

This rider provides monthly benefits for qualified Long-Term Care services upon approval of a claim. Eligibility requirements include certification that the Insured is chronically ill, a plan of care for qualified LTC services, and a 90 calendar day elimination period must be met. Chronically ill means, the insured has been certified, within the preceding twelve months, by a licensed health care practitioner other than the owner or employee of an LTC service provider or immediate family of the policy owner or Insured, as:

- a. being unable to perform, without substantial assistance from another individual, at least two or more activities of daily living for a period of at least ninety days due to a loss of functional capacity; or
- b. requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment.
- **Qualified LTC services include:** informal home care; formal home care; assisted living care, adult day care, facility care, including nursing home care, and other qualified services.
- **International Benefits** - Insureds residing in a foreign country when the need for benefits arise are not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the US.
- **Exclusions** - This rider does not cover any expense which results from: intentionally self-inflicted injuries or attempts at suicide; committing or attempting to commit a felony; alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a Physician; or war or any act of war, whether declared or undeclared.
- **Pre-existing Conditions** - This rider also does not cover preexisting conditions not disclosed in the application if the need for services begins during the first six months after the LTC Rider effective date.
- **Cash Indemnity Benefits** - Once a claim has been approved, no bills or receipts are needed. The LTC benefit will be paid directly to the policy owner on a monthly basis. Benefits are paid as an acceleration of the elected portion of the policy's Specified Amount.
- **No-Lapse Guarantee** - The LTC Rider offers a 'no-lapse guarantee' feature (see the 'Policy & Rider Lapse Protection' section of the LTC Rider). While LTC benefits are being paid, if the policy's surrender value is insufficient to cover monthly deductions, the monthly deductions will be waived and we will not lapse the policy. However, while the policy is being kept in force by this feature, the death benefit will be calculated using your LTC Rider Specified Amount. If the LTC Rider Specified Amount is less than the Total Specified Amount, your death benefit will be reduced. In addition, if the no-lapse guarantee is keeping the policy in force when a claim ends or LTC benefits are exhausted, additional premium may be required to keep the policy in force.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

- You have selected the LTC Rider Specified Amount of \$432,540.00 with a risk class of Couple Preferred Nontobacco. Approval of coverage under this Rider is subject to underwriting, and will require a medical exam.
- The maximum monthly benefit provided by this Rider is the lesser of: the LTC Rider Specified Amount multiplied by an elected percentage of 2%, 3%, or 4%; two times the HIPAA per diem in effect at the time the benefit is paid multiplied by thirty; or 1/12 of the remaining maximum lifetime benefit provided by the Rider. You may elect to take less than the maximum monthly benefit.
- Monthly LTC Rider Charge for each electable maximum monthly benefit is:
  - \$25.52 for the 2% monthly LTC benefit
  - \$34.60 for the 3% monthly LTC benefit
  - \$43.69 for the 4% monthly LTC benefit
- You elected 2%. This election cannot be changed once the policy is in force

**Residual Death Benefit Endorsement (ICC16-NWLA-526)** - If LTC Rider benefits have been paid and the LTC Rider is In Force when the Insured dies, the policy will provide minimum Death Benefit Proceeds as follows.

1. If the LTC Rider is not keeping the policy in force and the Death Benefit is not greater than or equal to 10% of: the Base Policy Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to the greater of zero, or: (1) 10% of: the base Policy Specified Amount minus any Indebtedness; minus (2) the lesser of (a) or (b) if the Policy is in a grace period when the Insured dies, where: (a) is any due and unpaid monthly deductions and any other Policy charges; and (b) is the dollar amount of Premium that would meet the requirements of any death benefit guarantee or no-lapse guarantee; and

2. If the LTC Rider is keeping the policy In Force and the Death Benefit Proceeds are not greater than or equal to: 10% of: the LTC Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to 10% of: the LTC Specified Amount minus any Indebtedness.





Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 500k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$432,540  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$2,900.00 Annual  
**Long-Term Care Rider Amount:** \$432,540

**Numeric Summary**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Cumulative Premium Outlay	Net Surrender Value	Net Death Benefit
5	40	14,500	0	432,540
10	45	29,000	0	432,540
20	55	58,000	0	432,540
35	70	101,500	0	432,540
65	100	188,500	0	432,540
85	120	246,500	0	432,540

**Based on Premium Outlay,**  
**Coverage would continue to:**

**Age 120**

Policy was not a Modified Endowment Contract.

I have received a copy of this proposal. I also understand that this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_ Date \_\_\_\_\_

Applicant/Policy Owner

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_ Date \_\_\_\_\_

Sales Representative

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



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 500k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$432,540  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$2,900.00 Annual  
**Long-Term Care Rider Amount:** \$432,540

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
1	36	2,900	0	0	432,540 *	432,540
2	37	2,900	0	0	432,540 *	432,540
3	38	2,900	0	0	432,540 *	432,540
4	39	2,900	0	0	432,540 *	432,540
5	40	2,900	0	0	432,540 *	432,540
<b>Total</b>		<b>14,500</b>				
6	41	2,900	0	0	432,540 **	432,540
7	42	2,900	0	0	432,540 **	432,540
8	43	2,900	0	0	432,540 **	432,540
9	44	2,900	0	0	432,540 **	432,540
10	45	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>29,000</b>				
11	46	2,900	0	0	432,540 **	432,540
12	47	2,900	0	0	432,540 **	432,540
13	48	2,900	0	0	432,540 **	432,540
14	49	2,900	0	0	432,540 **	432,540
15	50	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>43,500</b>				
16	51	2,900	0	0	432,540 **	432,540
17	52	2,900	0	0	432,540 **	432,540
18	53	2,900	0	0	432,540 **	432,540
19	54	2,900	0	0	432,540 **	432,540
20	55	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>58,000</b>				
21	56	2,900	0	0	432,540 **	432,540
22	57	2,900	0	0	432,540 **	432,540
23	58	2,900	0	0	432,540 **	432,540
24	59	2,900	0	0	432,540 **	432,540
25	60	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>72,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 500k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$432,540  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$2,900.00 Annual  
 Long-Term Care Rider Amount: \$432,540

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
26	61	2,900	0	0	432,540 **	432,540
27	62	2,900	0	0	432,540 **	432,540
28	63	2,900	0	0	432,540 **	432,540
29	64	2,900	0	0	432,540 **	432,540
30	65	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>87,000</b>				
31	66	2,900	0	0	432,540 **	432,540
32	67	2,900	0	0	432,540 **	432,540
33	68	2,900	0	0	432,540 **	432,540
34	69	2,900	0	0	432,540 **	432,540
35	70	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>101,500</b>				
36	71	2,900	0	0	432,540 **	432,540
37	72	2,900	0	0	432,540 **	432,540
38	73	2,900	0	0	432,540 **	432,540
39	74	2,900	0	0	432,540 **	432,540
40	75	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>116,000</b>				
41	76	2,900	0	0	432,540 **	432,540
42	77	2,900	0	0	432,540 **	432,540
43	78	2,900	0	0	432,540 **	432,540
44	79	2,900	0	0	432,540 **	432,540
45	80	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>130,500</b>				
46	81	2,900	0	0	432,540 **	432,540
47	82	2,900	0	0	432,540 **	432,540
48	83	2,900	0	0	432,540 **	432,540
49	84	2,900	0	0	432,540 **	432,540
50	85	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>145,000</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 500k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$432,540  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$2,900.00 Annual  
**Long-Term Care Rider Amount:** \$432,540

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
51	86	2,900	0	0	432,540 **	432,540
52	87	2,900	0	0	432,540 **	432,540
53	88	2,900	0	0	432,540 **	432,540
54	89	2,900	0	0	432,540 **	432,540
55	90	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>159,500</b>				
56	91	2,900	0	0	432,540 **	432,540
57	92	2,900	0	0	432,540 **	432,540
58	93	2,900	0	0	432,540 **	432,540
59	94	2,900	0	0	432,540 **	432,540
60	95	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>174,000</b>				
61	96	2,900	0	0	432,540 **	432,540
62	97	2,900	0	0	432,540 **	432,540
63	98	2,900	0	0	432,540 **	432,540
64	99	2,900	0	0	432,540 **	432,540
65	100	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>188,500</b>				
66	101	2,900	0	0	432,540 **	432,540
67	102	2,900	0	0	432,540 **	432,540
68	103	2,900	0	0	432,540 **	432,540
69	104	2,900	0	0	432,540 **	432,540
70	105	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>203,000</b>				
71	106	2,900	0	0	432,540 **	432,540
72	107	2,900	0	0	432,540 **	432,540
73	108	2,900	0	0	432,540 **	432,540
74	109	2,900	0	0	432,540 **	432,540
75	110	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>217,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 500k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$432,540  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$2,900.00 Annual  
**Long-Term Care Rider Amount:** \$432,540

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
76	111	2,900	0	0	432,540 **	432,540
77	112	2,900	0	0	432,540 **	432,540
78	113	2,900	0	0	432,540 **	432,540
79	114	2,900	0	0	432,540 **	432,540
80	115	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>232,000</b>				
81	116	2,900	0	0	432,540 **	432,540
82	117	2,900	0	0	432,540 **	432,540
83	118	2,900	0	0	432,540 **	432,540
84	119	2,900	0	0	432,540 **	432,540
85	120	2,900	0	0	432,540 **	432,540
<b>Total</b>		<b>246,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 500k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$432,540

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$2,900.00 Annual

**Long-Term Care Rider Amount:** \$432,540

## Premium Summary

**INLGP:           \$149.00**

**TP:               \$2,533.00**

**MEP:            \$11,797.00**

**GAP:            \$5,957.00**

**GSP:            \$71,711.00**

**Initial No-Lapse Guarantee Premium (INLGP):** The minimum monthly premium for 5 years to ensure that the Initial No-Lapse Guarantee remains in force. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

**Target Premium (TP):** This is the value used in the calculation of commissions.

**Modified Endowment Premium (MEP):** As defined by the IRS Code 7702A, this premium represents the level annual premium required for seven years to mature the policy under mortality charges at an annual interest rate of 4%.

**Guideline Annual Premium (GAP):** This premium represents the level annual premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 4%.

**Guideline Single Premium (GSP):** This premium represents the single premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 6%.

Please see the basic proposal for further information on the guaranteed elements and other important information.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**
**Input Summary - Ledger**  
**Case File: [Untitled]**


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**Screen: Insured**

Revised Proposal?	No	Sex	Female
Issue State	WA	Issue Age or DOB (mm/dd/yyyy)	35
First Name	500k Of	Risk Class	Preferred Nontobacco
Last Name	Income	Tax Bracket	30% From 1 To 99

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**Screen: Face Amount and Premium**

Total Specified Amount Option	Solve From 1 To 85	Lump Sum Month First Year	1
Section 7702	GPT	1035 Exchange?	No
Death Benefit Option	Level	Avoid MEC	No
Scheduled Premium	2900 From 1 To 85	Target	Lapse Protection Guarantee
Premium Mode	Annual	Maximum Guarantee Period	To Age 120
Return of Premium	No	Specified Guarantee Period	A120

---

**Screen: Interest Rate and Income**

Guaranteed Rate		Loan Interest Payment Method	Borrow
Withdrawal Cap	None	Distribution Mode	Annual From 1 To Max

---

**Screen: Riders**

Accidental Death Benefit	No	Rate Class	Preferred Nontobacco
Children's Term Insurance Amount		Married / Civil Union / Domestic	Yes
Long Term Care Rider	Yes	Print LTC Analysis?	No
Maximum Monthly Benefit	2%	Return of Premium	No
Long Term Care Amount	Equal to Total Specified Amount	Waiver of Monthly Deductions Rider	No

---

**Screen: Output Design**

General Ledger	Yes	Monthly Cost Summary	No
Annual Cost Summary	No	Monthly COI Report	No
Internal Rate of Return	No	Cost and Benefit Report	No
Premium Summary	Yes	Net Cost Per Dollar	No
Nationwide Financial Strength	No	A Guarantee in Uncertain Times	No
Value of Life Insurance Report	No	Wealth Transfer (annuitization)	No
OCC Report	No	Wealth Transfer with LTC (annuitization)	No
Outlay/Tax Report	No	(LTC Rider must be Specified)	
Surrender Charge Report	No		

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## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio****Illustrated Goal Inputs**

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Premium Pay To Age	a120
Maturity or Lapse Age	a120
Cash Value Goal	N/A
Target Year for Cash Value Goal	N/A
Death Benefit Option Change	N/A
Death Benefit Option Change Year	N/A
Optimal Switch	No
Net Rate of Return/Current Interest Rate Assumed	N/A
Overloan Invoked	N/A
Income Type	N/A
Loan Interest Payment Method	N/A
Income Start/Stop Year	N/A
Annualized Income Amount	N/A
Income Frequency	N/A
Specified Amount Change Year	N/A
New Base Specified Amount	N/A
ATR Amount Change Year	N/A
New ATR Specified Amount	N/A

*Not valid without compliance ledgers dated 4/20/2021*



**Name: 500k Of Income F/35**

**Company/ Product: Nationwide/ Nationwide No-Lapse Guarantee UL II**

**Product Warning(s)**

- Specified Amount is \$421,690 when Return of Premium (via Periodic Access Minimum Surrender Value rider) feature is elected.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Insured

Insured Name	500k Of Income
Sex	Female
Age	35
Class	Preferred Non-Tobacco
Flat Extra	1 to 85 - 0.00
State of Issue	Washington
Tax Bracket	1 to 99 - 30

## Solve For

Solve For	Face Amount
Face Solve Option	1 to 85 - No Lapse Solve
Maximum Guarantee Period	To Age 120
Specified Guarantee Period	Age
Age	120
Modal Premium	1 to 85 - 2,900

## Disbursements

Disbursements	N
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## Policy Options

Death Benefit Option	1 to 85 - Option 1 - Level
Premium Mode	Annual
Prevent MEC	N
1035 Exchange Amount	0
1035 Exchange Month	1
Lump Sum Premium	1 to 85 -
Lump Sum Month First Year	1
Section 7702	GPT
Revised Illustration	N
Years to Print	Max

## Policy Riders

Policy Riders	Y
Long Term Care Rider II	Y
Maximum Monthly Benefit	2%
LTC Rider Amount	Equal to Total Specified Amount
LTC Rate Class	Preferred Non-Tobacco
Married / Civil Union / Domestic	Y
Print LTC Analysis	N
Waiver of Monthly Deductions	N
Accidental Death Benefit	N
Child Term Rider	N
Return of Premium / Periodic Access Minimum Surrender	N
Value	

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Report Options

Report Options	Y
Personalized Sales Ideas	
A Guarantee in Uncertain Times	N
Wealth Transfer with LTC [LTC rider must be selected]	N
Reports	
General Ledger	Y
Premium Summary Report	Y
Summary of Guaranteed Values	Y
Nationwide Financial Strength	N
Value of Life Insurance Report	N
Annual Cost Summary	N
IRR Report	N
OCC Report	N
Outlay/Tax Report	N
Surrender Charge Report	N
Monthly Cost Summary	N
Monthly COI Report	N
Cost and Benefit Report	N
Net Cost Per Dollar	N
Commission Summary	N

## Agent Info

Agent Name	Mark Williamson
Agent Address1	601 Union St
Agent City	SEATTLE
Agent State	Washington
Agent Zip Code	98101
Agent Phone	206-623-8801
Agent Email	adasdff@f.com
Bank Sale	N

## Concept

Concept	None
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## *Basic Illustration*

Prepared For:  
650k Of Income

Prepared By:  
Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
ph: 206-623-8801  
adasdff@f.com

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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Life Insurance Proposal Nationwide No-Lapse Guarantee UL II

**Prepared for:**

650k Of Income

**Presented by:**

Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
Phone: 206-623-8801  
EMail: adasdfff@f.com

**Prepared on:**

April 20, 2021

The insurance professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company

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



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

Prepared For: 650k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$585,190  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$3,770.00 Annual  
 Long-Term Care Rider Amount: \$585,190

## Nationwide Long-Term Care (LTC) Rider Summary\*

### Coverage Applied For:

Long-Term Care Specified Amount:	<b>\$585,190</b>
Elected Percentage for Maximum Monthly LTC Rider Benefit Determination	<b>2%</b>

**Maximum Monthly Benefit at issue is \$11,704, which is the lesser of the following two amounts;**

- (a) Elected Percentage 2% times \$585,190 = \$11,704
- (b) 2021 HIPAA Per Diem is \$400 times 2 times 30 = \$24,000

\*These amounts assume no withdrawals or loans have been taken which could reduce LTC benefits. See Long-Term Care Narrative Summary Description for additional details.

### Qualified Long-Term Care Services covered by the rider will include, but are not limited to the following\*:

- Informal home care
- Formal home care
- Assisted living care
- Adult day care
- Facility care, includes nursing home care
- Other qualified service providers

\*These services can be provided domestically or internationally

Approval of coverage under the LTC Rider is subject to underwriting and may require a medical exam.

The long-term care rider does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial advisor.

Your coverage under the LTC rider is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this Rider, unless you request termination of this Rider, it will remain in force as long as the Policy remains in force. Your monthly LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider charge rate will be on a uniform basis for Insured's of the same sex, Issue Age, product, rate type and rate class whose Policies have been in force for the same duration.

If the policy's surrender value is not sufficient to pay policy charges, a lapse pending notice will be sent informing you that the policy has entered a grace period. The grace period will last 61 days from the date we mail that notice.

Prior to the passage of the Tax Cuts and Jobs Act, which became effective as of January 1, 2018, the HIPAA per diem for 2021 was established at \$400 per day. However, due to provisions in the new tax laws, the HIPAA per diem could be recalculated, resulting in a number that is less than originally established. The formula for collecting tax-free LTC benefits remains the same. Thus, any amount of LTC Benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### About the Proposal

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

The proposal is intended to assist you in understanding how the policy works, not to predict actual performance. It reflects a variety of proposed activities, such as planned premiums and coverage amounts to show the impact on the policy's performance.

This proposal assumes that the premium payment is made on the first day of each year.

### About Nationwide No-Lapse Guarantee UL II

Nationwide No-Lapse Guarantee UL II is an individual flexible premium adjustable life insurance contract covering one person, providing permanent protection for the selected Extended No-lapse Guarantee Period.

#### **Nationwide No-Lapse Guarantee UL II offers:**

- A customizable Extended No-Lapse Guarantee period that helps ensure your policy is there when you need it
- A three-tiered safety net, called the Automated Premium Monitor, that can help you and your insurance professional protect your policy's guarantee.

There is no set premium with this policy. However, sufficient premium must be paid in order to continue coverage. Premiums received are assessed a percent of premium charge. The remaining amount is applied to the policy's Accumulated Value. The Accumulated Value earns and is credited with interest. The interest rate is subject to change at any time, but is guaranteed never to be below the 1.00% guaranteed rate for the un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value. Once a month, on the Policy Monthiversary, a deduction is made from the Accumulated Value to cover administrative, insurance and other applicable expenses. These deductions will stop once the insured reaches attained Age 120. Premiums, other than loan repayments, will not be accepted once the insured reaches attained Age 120. The maturity age will be at attained Age 120.

Available Cash Surrender Value can be borrowed at any time. After the first policy year, Partial Surrenders can be made. The policy can be surrendered at any time for the Net Surrender Value, however, any amount paid will be reduced by any applicable surrender charge and outstanding policy Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

Insurance coverage under your policy and any benefits provided by any elected riders will remain in force as long as the Net Surrender Value of your policy on each Policy Monthiversary is sufficient to pay monthly administrative and insurance charges and any other applicable expenses. If the Net Surrender Value is not sufficient, your policy may be kept in force by policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for additional policy continuation details.

Any Specified Amount increase will require evidence of insurability satisfactory to Nationwide.

### Key Terms & Column Headings

**Accumulated Value** - The amount of premium paid, minus the percent of premium charge, monthly deductions for cost of insurance and other policy and rider charges, and any partial surrenders, plus interest credited.

**Annualized Premium Outlay** - Total premium paid into the policy during a policy year.

**Attained Age** - Issue Age plus the number of full policy years since the Policy Date.

**Benefit for LTC** - The maximum lifetime Long-Term Care benefit available as of the end of each policy year.

**Cash Surrender Value** - The Accumulated Value minus any Surrender Charges

**Guaranteed Values** - Guaranteed values are based on guaranteed cost of insurance and guaranteed policy charges. These values use a guaranteed interest rate of 1.00% for un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value.

**Issue Age** - The Insured's age on the birthday nearest the Policy Date.

**Loans** - Amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy Loan interest rate of 5.00% as defined in the policy. If the Loan interest is not paid, it is added to the Total Loan Balance. Any outstanding indebtedness will result in a reduction in the policy's Surrender Value and Death Benefit. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how indebtedness affects these policy continuation features.

The loaned portion of the Accumulated Value will be credited with 3.00% interest.

**Modified Endowment Contract** - A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Distributions from these types of contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts.

**Net Annual Outlay** - Shows planned premiums plus any loan repayments, less Partial Surrenders and Loans.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

**Net Death Benefit** - Death benefit amount that would be paid to beneficiary in the event of Insured's death. This amount is net of any outstanding policy indebtedness.

**Net Surrender Value** - Accumulated Value less applicable Surrender Charges, minus any policy indebtedness. The amount that the policy owner would receive if a full surrender was effected.

**Partial Surrenders** - Amount taken as Partial Surrenders during the policy year. Partial Surrenders reduce the death benefit and Net Surrender Value by the gross surrender amount. In addition, Partial Surrenders can impact the policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how Partial Surrenders affect these policy continuation features.

**Policy Monthiversary** - The same day of the month as the Policy Date for each succeeding month. In any month where such day does not exist (e.g. 29th, 30th, and 31st), the Policy Monthiversary will be the last day of the calendar month.

**Section 7702 - Cash Value Accumulation Test (CVAT):** As defined by the IRS Code 7702, CVAT is one of two alternative tests that can be selected at issue of the Life Insurance Policy. CVAT requires the Accumulated Value at no time exceeds the Net Single Premium (NSP) to fund the future benefits.

**Section 7702 - Guideline Premium/Cash Value Corridor Test (GP/CVCT):** As defined by the IRS Code 7702, GP/CVCT is the other alternative test that can be selected at issue of the Life Insurance Policy to satisfy the tax treatment of the Life Insurance Contract. GP/CVCT is a dual test that is met at all times if:

1. The total of the gross premium paid under the contract does not exceed the Guideline Premium limitations for the contract, and
2. The statutory Cash Value Corridor requirement is satisfied

This proposal was calculated using the Guideline Premium Test.

**Specified Amount** - Dollar amount used to determine the amount of death benefit payable.

**Surrender Charges** - Amount deducted from the Accumulated Value in the event that the policy owner surrenders the policy for cash during the applicable period. The actual Surrender Charge deducted will be the lesser of the Surrender Charge shown in the table below and the Accumulated Value on the date of surrender. At no time will the deduction of the Surrender Charge cause the policy owner to owe additional funds to Nationwide Life and Annuity Insurance Company. The Surrender Charge period is in effect as shown below.

Policy Year	Surrender Charges
1	\$9,668.19
2	\$9,306.28
3	\$8,954.71
4	\$8,613.48
5	\$8,272.25
6	\$7,941.36
7	\$7,600.13



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

8	\$7,279.58
9	\$6,959.03
10	\$6,648.82
11	\$6,338.61
12	\$5,800.91
13	\$5,273.56
14	\$4,756.54
15	\$3,877.62
16	\$3,029.71
17	\$2,212.83
18	\$1,447.64
19	\$703.14
20	\$0.00

**Total Loan Balance** - Outstanding policy indebtedness plus any unpaid Loan interest.

## Additional Benefits & Information

### Accelerated Death Benefit for Terminal Illness Rider - (Form# ICC13-NWLA-495)

- The Accelerated Death Benefit for Terminal Illness Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time a claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide therefore strongly recommends that clients seek independent advice when determining the benefits of using the rider.
- Nationwide reserves the right to require the policy Specified Amount be at least \$50,000 on the rider's benefit effective date; the remaining Specified Amount, after acceleration of the death benefit, must be at least the minimum Specified Amount.
- The maximum amount of the accelerated death benefit to be paid if the Insured meets the requirements of the Eligibility and Conditions for Payment section of the rider cannot exceed 50% of the base policy Specified Amount.
- The net accelerated death benefit payment must be at least \$10,000 and shall not exceed \$250,000.
- You may not be able to use the Accelerated Death Benefit for Terminal Illness Rider if the current base policy death benefit is equal to the stated minimum death benefit in your policy.

### Accelerated Death Benefit for Critical Illness Rider - (Form # ICC20-NWLA-606)

This rider is automatically added to eligible policies at issue. A charge will only occur if the rider benefit is paid.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

This rider permits a request for an elected portion of the base policy's Specified Amount when the Insured is diagnosed with any of the following as described in the rider, including any required period of survival or treatment:

- Cancer
- Heart attack
- Heart valve replacement
- Kidney failure
- Major organ transplant
- Paralysis
- Stroke
- Sudden cardiac arrest

The maximum annual benefit is the lesser of 10% of the specified amount or \$25,000 per event and is paid as a lump sum. A maximum of 5 claims are allowed.

An administrative charge of up to \$250 dollars, and any due and unpaid premium or policy charges and a loan repayment for any outstanding policy loan, are deducted from the benefit payment. In addition, the Specified Amount and other policy values are reduced each time an accelerated death benefit payment is made. The reduction in the Specified Amount will be more than one dollar for each dollar of benefit received by the Policy Owner based on factors that exist at the time of claim including interest rates and age of insured at the time of claim. The reduction factor includes the cost of accessing the death benefit early. Benefits provided by other riders may also be impacted or require termination when a benefit under the Critical Illness Rider is paid.

Benefits may be taxable under certain circumstances. Consult your tax advisor.

Limitations on availability and the amount of the benefit apply. If the policy specified amount at the time of claim is at or near the minimum stated specified amount in the policy, benefits may not be available. Please request a copy of the rider for details.

#### **Policy Maturity Date Extension**

- This policy provision protects against the possibility of outliving coverage.
- Provided the policy has not lapsed or been surrendered before reaching the original Maturity Date (the insured's Attained Age 120), the original Maturity Date will automatically be extended to pay a death benefit upon the death of the insured.
- After the original Maturity Date is extended, payments will no longer be accepted (except for loan repayments), interest will continue to be credited to the policy's Accumulated Value, and monthly charges will no longer be deducted.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### Initial No-Lapse Guarantee Policy Continuation

This proposal reflects a 5 year Initial No-Lapse Guarantee Policy Continuation period.

The Initial No-Lapse Guarantee Monthly Premium is \$190.00\*

The Initial No-Lapse Guarantee Policy Continuation provision ensures that the policy will not lapse during the Initial No-Lapse Guarantee Policy Continuation period as long as (1) is greater than or equal to (2), where:

- 1) Is the sum of all premiums paid, minus any Partial Surrenders, Partial Surrender fees, Surrender Charges, returned premium, and outstanding policy indebtedness
- 2) Is the sum of the Initial No-Lapse Guarantee Monthly Premium in effect for each respective month completed since the policy issue date.

\*The dollar amount of the Initial No-Lapse Guarantee Monthly Premium is subject to change if changes are made to the policy.

### Extended No-Lapse Guarantee Policy Continuation

The Extended No-Lapse Guarantee Policy Continuation provision ensures that, after the Initial No-Lapse Guarantee Period has ended, the policy will not lapse as long as the Extended No-Lapse Guarantee Value, minus any Indebtedness, is greater than zero. The Extended No-Lapse Guarantee Value is not used in determining the Accumulated Value, death benefit, or any other benefits provided in this policy or any elected riders. The Extended No-Lapse Guarantee Value is not a monetary amount that you may access.

The Extended No-Lapse Guarantee Value depends on management of the policy including but not limited to the frequency, timing and amount of premium, Partial Surrenders and policy Loans. Any difference between the actual management of the policy and management of the policy as proposed could impact the Extended No-Lapse Guarantee Value, which could cause you to lose your guaranteed death benefit earlier than proposed.

This proposal reflects an Extended No-Lapse Guarantee Maximum Attained Age period to attained age 120. You have specified a guarantee period to Attained Age 120. Based on the proposed assumptions, the policy will provide an actual guarantee to Attained Age 120.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

#### **Long-Term Care Rider - (Form# ICC16-NWLA-523)**

This rider provides monthly benefits for qualified Long-Term Care services upon approval of a claim. Eligibility requirements include certification that the Insured is chronically ill, a plan of care for qualified LTC services, and a 90 calendar day elimination period must be met. Chronically ill means, the insured has been certified, within the preceding twelve months, by a licensed health care practitioner other than the owner or employee of an LTC service provider or immediate family of the policy owner or Insured, as:

- a. being unable to perform, without substantial assistance from another individual, at least two or more activities of daily living for a period of at least ninety days due to a loss of functional capacity; or
- b. requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment.
- **Qualified LTC services include:** informal home care; formal home care; assisted living care, adult day care, facility care, including nursing home care, and other qualified services.
- **International Benefits** - Insureds residing in a foreign country when the need for benefits arise are not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the US.
- **Exclusions** - This rider does not cover any expense which results from: intentionally self-inflicted injuries or attempts at suicide; committing or attempting to commit a felony; alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a Physician; or war or any act of war, whether declared or undeclared.
- **Pre-existing Conditions** - This rider also does not cover preexisting conditions not disclosed in the application if the need for services begins during the first six months after the LTC Rider effective date.
- **Cash Indemnity Benefits** - Once a claim has been approved, no bills or receipts are needed. The LTC benefit will be paid directly to the policy owner on a monthly basis. Benefits are paid as an acceleration of the elected portion of the policy's Specified Amount.
- **No-Lapse Guarantee** - The LTC Rider offers a 'no-lapse guarantee' feature (see the 'Policy & Rider Lapse Protection' section of the LTC Rider). While LTC benefits are being paid, if the policy's surrender value is insufficient to cover monthly deductions, the monthly deductions will be waived and we will not lapse the policy. However, while the policy is being kept in force by this feature, the death benefit will be calculated using your LTC Rider Specified Amount. If the LTC Rider Specified Amount is less than the Total Specified Amount, your death benefit will be reduced. In addition, if the no-lapse guarantee is keeping the policy in force when a claim ends or LTC benefits are exhausted, additional premium may be required to keep the policy in force.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

- You have selected the LTC Rider Specified Amount of \$585,190.00 with a risk class of Couple Preferred Nontobacco. Approval of coverage under this Rider is subject to underwriting, and will require a medical exam.
- The maximum monthly benefit provided by this Rider is the lesser of: the LTC Rider Specified Amount multiplied by an elected percentage of 2%, 3%, or 4%; two times the HIPAA per diem in effect at the time the benefit is paid multiplied by thirty; or 1/12 of the remaining maximum lifetime benefit provided by the Rider. You may elect to take less than the maximum monthly benefit.
- Monthly LTC Rider Charge for each electable maximum monthly benefit is:
  - \$34.53 for the 2% monthly LTC benefit
  - \$46.82 for the 3% monthly LTC benefit
  - \$59.10 for the 4% monthly LTC benefit
- You elected 2%. This election cannot be changed once the policy is in force

**Residual Death Benefit Endorsement (ICC16-NWLA-526)** - If LTC Rider benefits have been paid and the LTC Rider is In Force when the Insured dies, the policy will provide minimum Death Benefit Proceeds as follows.

1. If the LTC Rider is not keeping the policy in force and the Death Benefit is not greater than or equal to 10% of: the Base Policy Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to the greater of zero, or: (1) 10% of: the base Policy Specified Amount minus any Indebtedness; minus (2) the lesser of (a) or (b) if the Policy is in a grace period when the Insured dies, where: (a) is any due and unpaid monthly deductions and any other Policy charges; and (b) is the dollar amount of Premium that would meet the requirements of any death benefit guarantee or no-lapse guarantee; and

2. If the LTC Rider is keeping the policy In Force and the Death Benefit Proceeds are not greater than or equal to: 10% of: the LTC Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to 10% of: the LTC Specified Amount minus any Indebtedness.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 650k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$585,190  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$3,770.00 Annual  
**Long-Term Care Rider Amount:** \$585,190

## Numeric Summary

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Cumulative Premium Outlay	Net Surrender Value	Net Death Benefit
5	40	18,850	0	585,190
10	45	37,700	0	585,190
20	55	75,400	0	585,190
35	70	131,950	0	585,190
65	100	245,050	0	585,190
85	120	320,450	0	585,190

**Based on Premium Outlay,**  
**Coverage would continue to:**

**Age 120**

Policy was not a Modified Endowment Contract.

I have received a copy of this proposal. I also understand that this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_ Date \_\_\_\_\_

Applicant/Policy Owner

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_ Date \_\_\_\_\_

Sales Representative

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



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 650k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$585,190  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$3,770.00 Annual  
 Long-Term Care Rider Amount: \$585,190

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
1	36	3,770	0	0	585,190 *	585,190
2	37	3,770	0	0	585,190 *	585,190
3	38	3,770	0	0	585,190 *	585,190
4	39	3,770	0	0	585,190 *	585,190
5	40	3,770	0	0	585,190 *	585,190
<b>Total</b>		<b>18,850</b>				
6	41	3,770	0	0	585,190 **	585,190
7	42	3,770	0	0	585,190 **	585,190
8	43	3,770	0	0	585,190 **	585,190
9	44	3,770	0	0	585,190 **	585,190
10	45	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>37,700</b>				
11	46	3,770	0	0	585,190 **	585,190
12	47	3,770	0	0	585,190 **	585,190
13	48	3,770	0	0	585,190 **	585,190
14	49	3,770	0	0	585,190 **	585,190
15	50	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>56,550</b>				
16	51	3,770	0	0	585,190 **	585,190
17	52	3,770	0	0	585,190 **	585,190
18	53	3,770	0	0	585,190 **	585,190
19	54	3,770	0	0	585,190 **	585,190
20	55	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>75,400</b>				
21	56	3,770	0	0	585,190 **	585,190
22	57	3,770	0	0	585,190 **	585,190
23	58	3,770	0	0	585,190 **	585,190
24	59	3,770	0	0	585,190 **	585,190
25	60	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>94,250</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.





Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 650k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$585,190  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$3,770.00 Annual  
 Long-Term Care Rider Amount: \$585,190

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
26	61	3,770	0	0	585,190 **	585,190
27	62	3,770	0	0	585,190 **	585,190
28	63	3,770	0	0	585,190 **	585,190
29	64	3,770	0	0	585,190 **	585,190
30	65	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>113,100</b>				
31	66	3,770	0	0	585,190 **	585,190
32	67	3,770	0	0	585,190 **	585,190
33	68	3,770	0	0	585,190 **	585,190
34	69	3,770	0	0	585,190 **	585,190
35	70	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>131,950</b>				
36	71	3,770	0	0	585,190 **	585,190
37	72	3,770	0	0	585,190 **	585,190
38	73	3,770	0	0	585,190 **	585,190
39	74	3,770	0	0	585,190 **	585,190
40	75	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>150,800</b>				
41	76	3,770	0	0	585,190 **	585,190
42	77	3,770	0	0	585,190 **	585,190
43	78	3,770	0	0	585,190 **	585,190
44	79	3,770	0	0	585,190 **	585,190
45	80	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>169,650</b>				
46	81	3,770	0	0	585,190 **	585,190
47	82	3,770	0	0	585,190 **	585,190
48	83	3,770	0	0	585,190 **	585,190
49	84	3,770	0	0	585,190 **	585,190
50	85	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>188,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 650k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$585,190  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$3,770.00 Annual  
 Long-Term Care Rider Amount: \$585,190

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
51	86	3,770	0	0	585,190 **	585,190
52	87	3,770	0	0	585,190 **	585,190
53	88	3,770	0	0	585,190 **	585,190
54	89	3,770	0	0	585,190 **	585,190
55	90	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>207,350</b>				
56	91	3,770	0	0	585,190 **	585,190
57	92	3,770	0	0	585,190 **	585,190
58	93	3,770	0	0	585,190 **	585,190
59	94	3,770	0	0	585,190 **	585,190
60	95	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>226,200</b>				
61	96	3,770	0	0	585,190 **	585,190
62	97	3,770	0	0	585,190 **	585,190
63	98	3,770	0	0	585,190 **	585,190
64	99	3,770	0	0	585,190 **	585,190
65	100	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>245,050</b>				
66	101	3,770	0	0	585,190 **	585,190
67	102	3,770	0	0	585,190 **	585,190
68	103	3,770	0	0	585,190 **	585,190
69	104	3,770	0	0	585,190 **	585,190
70	105	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>263,900</b>				
71	106	3,770	0	0	585,190 **	585,190
72	107	3,770	0	0	585,190 **	585,190
73	108	3,770	0	0	585,190 **	585,190
74	109	3,770	0	0	585,190 **	585,190
75	110	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>282,750</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 650k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$585,190  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$3,770.00 Annual  
 Long-Term Care Rider Amount: \$585,190

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
76	111	3,770	0	0	585,190 **	585,190
77	112	3,770	0	0	585,190 **	585,190
78	113	3,770	0	0	585,190 **	585,190
79	114	3,770	0	0	585,190 **	585,190
80	115	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>301,600</b>				
81	116	3,770	0	0	585,190 **	585,190
82	117	3,770	0	0	585,190 **	585,190
83	118	3,770	0	0	585,190 **	585,190
84	119	3,770	0	0	585,190 **	585,190
85	120	3,770	0	0	585,190 **	585,190
<b>Total</b>		<b>320,450</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 650k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$585,190

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$3,770.00 Annual

**Long-Term Care Rider Amount:** \$585,190

## Premium Summary

**INLGP: \$190.00**

**TP: \$3,272.42**

**MEP: \$15,961.00**

**GAP: \$8,007.00**

**GSP: \$96,160.00**

**Initial No-Lapse Guarantee Premium (INLGP):** The minimum monthly premium for 5 years to ensure that the Initial No-Lapse Guarantee remains in force. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

**Target Premium (TP):** This is the value used in the calculation of commissions.

**Modified Endowment Premium (MEP):** As defined by the IRS Code 7702A, this premium represents the level annual premium required for seven years to mature the policy under mortality charges at an annual interest rate of 4%.

**Guideline Annual Premium (GAP):** This premium represents the level annual premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 4%.

**Guideline Single Premium (GSP):** This premium represents the single premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 6%.

Please see the basic proposal for further information on the guaranteed elements and other important information.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**
**Input Summary - Ledger**  
**Case File: [Untitled]**


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**Screen: Insured**

Revised Proposal?	No	Sex	Female
Issue State	WA	Issue Age or DOB (mm/dd/yyyy)	35
First Name	650k Of	Risk Class	Preferred Nontobacco
Last Name	Income	Tax Bracket	30% From 1 To 99

---

**Screen: Face Amount and Premium**

Total Specified Amount Option	Solve From 1 To 85	Lump Sum Month First Year	1
Section 7702	GPT	1035 Exchange?	No
Death Benefit Option	Level	Avoid MEC	No
Scheduled Premium	3770 From 1 To 85	Target	Lapse Protection Guarantee
Premium Mode	Annual	Maximum Guarantee Period	To Age 120
Return of Premium	No	Specified Guarantee Period	A120

---

**Screen: Interest Rate and Income**

Guaranteed Rate		Loan Interest Payment Method	Borrow
Withdrawal Cap	None	Distribution Mode	Annual From 1 To Max

---

**Screen: Riders**

Accidental Death Benefit	No	Rate Class	Preferred Nontobacco
Children's Term Insurance Amount		Married / Civil Union / Domestic	Yes
Long Term Care Rider	Yes	Print LTC Analysis?	No
Maximum Monthly Benefit	2%	Return of Premium	No
Long Term Care Amount	Equal to Total Specified Amount	Waiver of Monthly Deductions Rider	No

---

**Screen: Output Design**

General Ledger	Yes	Monthly Cost Summary	No
Annual Cost Summary	No	Monthly COI Report	No
Internal Rate of Return	No	Cost and Benefit Report	No
Premium Summary	Yes	Net Cost Per Dollar	No
Nationwide Financial Strength	No	A Guarantee in Uncertain Times	No
Value of Life Insurance Report	No	Wealth Transfer (annuitization)	No
OCC Report	No	Wealth Transfer with LTC (annuitization)	No
Outlay/Tax Report	No	(LTC Rider must be Specified)	
Surrender Charge Report	No		

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## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio****Illustrated Goal Inputs**

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Premium Pay To Age	a120
Maturity or Lapse Age	a120
Cash Value Goal	N/A
Target Year for Cash Value Goal	N/A
Death Benefit Option Change	N/A
Death Benefit Option Change Year	N/A
Optimal Switch	No
Net Rate of Return/Current Interest Rate Assumed	N/A
Overloan Invoked	N/A
Income Type	N/A
Loan Interest Payment Method	N/A
Income Start/Stop Year	N/A
Annualized Income Amount	N/A
Income Frequency	N/A
Specified Amount Change Year	N/A
New Base Specified Amount	N/A
ATR Amount Change Year	N/A
New ATR Specified Amount	N/A

*Not valid without compliance ledgers dated 4/20/2021*

**Name:** 650k Of Income F/35

**Company/ Product:** Nationwide/ Nationwide No-Lapse Guarantee UL II

**Product Warning(s)**

- Specified Amount is \$570,770 when Return of Premium (via Periodic Access Minimum Surrender Value rider) feature is elected.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Insured

Insured Name	650k Of Income
Sex	Female
Age	35
Class	Preferred Non-Tobacco
Flat Extra	1 to 85 - 0.00
State of Issue	Washington
Tax Bracket	1 to 99 - 30

## Solve For

Solve For	Face Amount
Face Solve Option	1 to 85 - No Lapse Solve
Maximum Guarantee Period	To Age 120
Specified Guarantee Period	Age
Age	120
Modal Premium	1 to 85 - 3,770

## Disbursements

Disbursements	N
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## Policy Options

Death Benefit Option	1 to 85 - Option 1 - Level
Premium Mode	Annual
Prevent MEC	N
1035 Exchange Amount	0
1035 Exchange Month	1
Lump Sum Premium	1 to 85 -
Lump Sum Month First Year	1
Section 7702	GPT
Revised Illustration	N
Years to Print	Max

## Policy Riders

Policy Riders	Y
Long Term Care Rider II	Y
Maximum Monthly Benefit	2%
LTC Rider Amount	Equal to Total Specified Amount
LTC Rate Class	Preferred Non-Tobacco
Married / Civil Union / Domestic	Y
Print LTC Analysis	N
Waiver of Monthly Deductions	N
Accidental Death Benefit	N
Child Term Rider	N
Return of Premium / Periodic Access Minimum Surrender	N
Value	



# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Report Options

Report Options	Y
Personalized Sales Ideas	
A Guarantee in Uncertain Times	N
Wealth Transfer with LTC [LTC rider must be selected]	N
Reports	
General Ledger	Y
Premium Summary Report	Y
Summary of Guaranteed Values	Y
Nationwide Financial Strength	N
Value of Life Insurance Report	N
Annual Cost Summary	N
IRR Report	N
OCC Report	N
Outlay/Tax Report	N
Surrender Charge Report	N
Monthly Cost Summary	N
Monthly COI Report	N
Cost and Benefit Report	N
Net Cost Per Dollar	N
Commission Summary	N

## Agent Info

Agent Name	Mark Williamson
Agent Address1	601 Union St
Agent City	SEATTLE
Agent State	Washington
Agent Zip Code	98101
Agent Phone	206-623-8801
Agent Email	adasdff@f.com
Bank Sale	N

## Concept

Concept	None
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## *Basic Illustration*

Prepared For:  
750k Of Income

Prepared By:  
Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
ph: 206-623-8801  
adasdff@f.com

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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Life Insurance Proposal Nationwide No-Lapse Guarantee UL II

**Prepared for:**

750k Of Income

**Presented by:**

Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
Phone: 206-623-8801  
EMail: adasdfff@f.com

**Prepared on:**

April 20, 2021

The insurance professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company

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



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

Prepared For: 750k Of Income // Female/35/Preferred Nontobacco

IRC Section 7702: Guideline Premium Test

Specified Amount: \$675,230

ENLG Max Attained Age: 120

Initial Planned Premium: \$4,350.00 Annual

Long-Term Care Rider Amount: \$675,230

## Nationwide Long-Term Care (LTC) Rider Summary\*

### Coverage Applied For:

Long-Term Care Specified Amount:	<b>\$675,230</b>
Elected Percentage for Maximum Monthly LTC Rider Benefit Determination	<b>2%</b>

**Maximum Monthly Benefit at issue is \$13,505, which is the lesser of the following two amounts;**

- (a) Elected Percentage 2% times \$675,230 = \$13,505
- (b) 2021 HIPAA Per Diem is \$400 times 2 times 30 = \$24,000

\*These amounts assume no withdrawals or loans have been taken which could reduce LTC benefits. See Long-Term Care Narrative Summary Description for additional details.

### Qualified Long-Term Care Services covered by the rider will include, but are not limited to the following\*:

- Informal home care
- Formal home care
- Assisted living care
- Adult day care
- Facility care, includes nursing home care
- Other qualified service providers

\*These services can be provided domestically or internationally

Approval of coverage under the LTC Rider is subject to underwriting and may require a medical exam.

The long-term care rider does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial advisor.

Your coverage under the LTC rider is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this Rider, unless you request termination of this Rider, it will remain in force as long as the Policy remains in force. Your monthly LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider charge rate will be on a uniform basis for Insured's of the same sex, Issue Age, product, rate type and rate class whose Policies have been in force for the same duration.

If the policy's surrender value is not sufficient to pay policy charges, a lapse pending notice will be sent informing you that the policy has entered a grace period. The grace period will last 61 days from the date we mail that notice.

Prior to the passage of the Tax Cuts and Jobs Act, which became effective as of January 1, 2018, the HIPAA per diem for 2021 was established at \$400 per day. However, due to provisions in the new tax laws, the HIPAA per diem could be recalculated, resulting in a number that is less than originally established. The formula for collecting tax-free LTC benefits remains the same. Thus, any amount of LTC Benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### About the Proposal

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

The proposal is intended to assist you in understanding how the policy works, not to predict actual performance. It reflects a variety of proposed activities, such as planned premiums and coverage amounts to show the impact on the policy's performance.

This proposal assumes that the premium payment is made on the first day of each year.

### About Nationwide No-Lapse Guarantee UL II

Nationwide No-Lapse Guarantee UL II is an individual flexible premium adjustable life insurance contract covering one person, providing permanent protection for the selected Extended No-lapse Guarantee Period.

#### **Nationwide No-Lapse Guarantee UL II offers:**

- A customizable Extended No-Lapse Guarantee period that helps ensure your policy is there when you need it
- A three-tiered safety net, called the Automated Premium Monitor, that can help you and your insurance professional protect your policy's guarantee.

There is no set premium with this policy. However, sufficient premium must be paid in order to continue coverage. Premiums received are assessed a percent of premium charge. The remaining amount is applied to the policy's Accumulated Value. The Accumulated Value earns and is credited with interest. The interest rate is subject to change at any time, but is guaranteed never to be below the 1.00% guaranteed rate for the un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value. Once a month, on the Policy Monthiversary, a deduction is made from the Accumulated Value to cover administrative, insurance and other applicable expenses. These deductions will stop once the insured reaches attained Age 120. Premiums, other than loan repayments, will not be accepted once the insured reaches attained Age 120. The maturity age will be at attained Age 120.

Available Cash Surrender Value can be borrowed at any time. After the first policy year, Partial Surrenders can be made. The policy can be surrendered at any time for the Net Surrender Value, however, any amount paid will be reduced by any applicable surrender charge and outstanding policy Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

Insurance coverage under your policy and any benefits provided by any elected riders will remain in force as long as the Net Surrender Value of your policy on each Policy Monthiversary is sufficient to pay monthly administrative and insurance charges and any other applicable expenses. If the Net Surrender Value is not sufficient, your policy may be kept in force by policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for additional policy continuation details.

Any Specified Amount increase will require evidence of insurability satisfactory to Nationwide.

### Key Terms & Column Headings

**Accumulated Value** - The amount of premium paid, minus the percent of premium charge, monthly deductions for cost of insurance and other policy and rider charges, and any partial surrenders, plus interest credited.

**Annualized Premium Outlay** - Total premium paid into the policy during a policy year.

**Attained Age** - Issue Age plus the number of full policy years since the Policy Date.

**Benefit for LTC** - The maximum lifetime Long-Term Care benefit available as of the end of each policy year.

**Cash Surrender Value** - The Accumulated Value minus any Surrender Charges

**Guaranteed Values** - Guaranteed values are based on guaranteed cost of insurance and guaranteed policy charges. These values use a guaranteed interest rate of 1.00% for un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value.

**Issue Age** - The Insured's age on the birthday nearest the Policy Date.

**Loans** - Amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy Loan interest rate of 5.00% as defined in the policy. If the Loan interest is not paid, it is added to the Total Loan Balance. Any outstanding indebtedness will result in a reduction in the policy's Surrender Value and Death Benefit. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how indebtedness affects these policy continuation features.

The loaned portion of the Accumulated Value will be credited with 3.00% interest.

**Modified Endowment Contract** - A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Distributions from these types of contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts.

**Net Annual Outlay** - Shows planned premiums plus any loan repayments, less Partial Surrenders and Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

**Net Death Benefit** - Death benefit amount that would be paid to beneficiary in the event of Insured's death. This amount is net of any outstanding policy indebtedness.

**Net Surrender Value** - Accumulated Value less applicable Surrender Charges, minus any policy indebtedness. The amount that the policy owner would receive if a full surrender was effected.

**Partial Surrenders** - Amount taken as Partial Surrenders during the policy year. Partial Surrenders reduce the death benefit and Net Surrender Value by the gross surrender amount. In addition, Partial Surrenders can impact the policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how Partial Surrenders affect these policy continuation features.

**Policy Monthiversary** - The same day of the month as the Policy Date for each succeeding month. In any month where such day does not exist (e.g. 29th, 30th, and 31st), the Policy Monthiversary will be the last day of the calendar month.

**Section 7702 - Cash Value Accumulation Test (CVAT):** As defined by the IRS Code 7702, CVAT is one of two alternative tests that can be selected at issue of the Life Insurance Policy. CVAT requires the Accumulated Value at no time exceeds the Net Single Premium (NSP) to fund the future benefits.

**Section 7702 - Guideline Premium/Cash Value Corridor Test (GP/CVCT):** As defined by the IRS Code 7702, GP/CVCT is the other alternative test that can be selected at issue of the Life Insurance Policy to satisfy the tax treatment of the Life Insurance Contract. GP/CVCT is a dual test that is met at all times if:

1. The total of the gross premium paid under the contract does not exceed the Guideline Premium limitations for the contract, and
2. The statutory Cash Value Corridor requirement is satisfied

This proposal was calculated using the Guideline Premium Test.

**Specified Amount** - Dollar amount used to determine the amount of death benefit payable.

**Surrender Charges** - Amount deducted from the Accumulated Value in the event that the policy owner surrenders the policy for cash during the applicable period. The actual Surrender Charge deducted will be the lesser of the Surrender Charge shown in the table below and the Accumulated Value on the date of surrender. At no time will the deduction of the Surrender Charge cause the policy owner to owe additional funds to Nationwide Life and Annuity Insurance Company. The Surrender Charge period is in effect as shown below.

Policy Year	Surrender Charges
1	\$11,155.78
2	\$10,738.18
3	\$10,332.52
4	\$9,938.78
5	\$9,545.05
6	\$9,163.25
7	\$8,769.52



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

8	\$8,399.65
9	\$8,029.77
10	\$7,671.83
11	\$7,313.90
12	\$6,693.47
13	\$6,084.97
14	\$5,488.40
15	\$4,474.24
16	\$3,495.88
17	\$2,553.30
18	\$1,670.38
19	\$811.33
20	\$0.00

**Total Loan Balance** - Outstanding policy indebtedness plus any unpaid Loan interest.

### Additional Benefits & Information

#### **Accelerated Death Benefit for Terminal Illness Rider - (Form# ICC13-NWLA-495)**

- The Accelerated Death Benefit for Terminal Illness Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time a claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide therefore strongly recommends that clients seek independent advice when determining the benefits of using the rider.
- Nationwide reserves the right to require the policy Specified Amount be at least \$50,000 on the rider's benefit effective date; the remaining Specified Amount, after acceleration of the death benefit, must be at least the minimum Specified Amount.
- The maximum amount of the accelerated death benefit to be paid if the Insured meets the requirements of the Eligibility and Conditions for Payment section of the rider cannot exceed 50% of the base policy Specified Amount.
- The net accelerated death benefit payment must be at least \$10,000 and shall not exceed \$250,000.
- You may not be able to use the Accelerated Death Benefit for Terminal Illness Rider if the current base policy death benefit is equal to the stated minimum death benefit in your policy.

#### **Accelerated Death Benefit for Critical Illness Rider - (Form # ICC20-NWLA-606)**

This rider is automatically added to eligible policies at issue. A charge will only occur if the rider benefit is paid.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

This rider permits a request for an elected portion of the base policy's Specified Amount when the Insured is diagnosed with any of the following as described in the rider, including any required period of survival or treatment:

- Cancer
- Heart attack
- Heart valve replacement
- Kidney failure
- Major organ transplant
- Paralysis
- Stroke
- Sudden cardiac arrest

The maximum annual benefit is the lesser of 10% of the specified amount or \$25,000 per event and is paid as a lump sum. A maximum of 5 claims are allowed.

An administrative charge of up to \$250 dollars, and any due and unpaid premium or policy charges and a loan repayment for any outstanding policy loan, are deducted from the benefit payment. In addition, the Specified Amount and other policy values are reduced each time an accelerated death benefit payment is made. The reduction in the Specified Amount will be more than one dollar for each dollar of benefit received by the Policy Owner based on factors that exist at the time of claim including interest rates and age of insured at the time of claim. The reduction factor includes the cost of accessing the death benefit early. Benefits provided by other riders may also be impacted or require termination when a benefit under the Critical Illness Rider is paid.

Benefits may be taxable under certain circumstances. Consult your tax advisor.

Limitations on availability and the amount of the benefit apply. If the policy specified amount at the time of claim is at or near the minimum stated specified amount in the policy, benefits may not be available. Please request a copy of the rider for details.

#### **Policy Maturity Date Extension**

- This policy provision protects against the possibility of outliving coverage.
- Provided the policy has not lapsed or been surrendered before reaching the original Maturity Date (the insured's Attained Age 120), the original Maturity Date will automatically be extended to pay a death benefit upon the death of the insured.
- After the original Maturity Date is extended, payments will no longer be accepted (except for loan repayments), interest will continue to be credited to the policy's Accumulated Value, and monthly charges will no longer be deducted.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### Initial No-Lapse Guarantee Policy Continuation

This proposal reflects a 5 year Initial No-Lapse Guarantee Policy Continuation period.

The Initial No-Lapse Guarantee Monthly Premium is \$219.00\*

The Initial No-Lapse Guarantee Policy Continuation provision ensures that the policy will not lapse during the Initial No-Lapse Guarantee Policy Continuation period as long as (1) is greater than or equal to (2), where:

- 1) Is the sum of all premiums paid, minus any Partial Surrenders, Partial Surrender fees, Surrender Charges, returned premium, and outstanding policy indebtedness
- 2) Is the sum of the Initial No-Lapse Guarantee Monthly Premium in effect for each respective month completed since the policy issue date.

\*The dollar amount of the Initial No-Lapse Guarantee Monthly Premium is subject to change if changes are made to the policy.

### Extended No-Lapse Guarantee Policy Continuation

The Extended No-Lapse Guarantee Policy Continuation provision ensures that, after the Initial No-Lapse Guarantee Period has ended, the policy will not lapse as long as the Extended No-Lapse Guarantee Value, minus any Indebtedness, is greater than zero. The Extended No-Lapse Guarantee Value is not used in determining the Accumulated Value, death benefit, or any other benefits provided in this policy or any elected riders. The Extended No-Lapse Guarantee Value is not a monetary amount that you may access.

The Extended No-Lapse Guarantee Value depends on management of the policy including but not limited to the frequency, timing and amount of premium, Partial Surrenders and policy Loans. Any difference between the actual management of the policy and management of the policy as proposed could impact the Extended No-Lapse Guarantee Value, which could cause you to lose your guaranteed death benefit earlier than proposed.

This proposal reflects an Extended No-Lapse Guarantee Maximum Attained Age period to attained age 120. You have specified a guarantee period to Attained Age 120. Based on the proposed assumptions, the policy will provide an actual guarantee to Attained Age 120.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

#### **Long-Term Care Rider - (Form# ICC16-NWLA-523)**

This rider provides monthly benefits for qualified Long-Term Care services upon approval of a claim. Eligibility requirements include certification that the Insured is chronically ill, a plan of care for qualified LTC services, and a 90 calendar day elimination period must be met. Chronically ill means, the insured has been certified, within the preceding twelve months, by a licensed health care practitioner other than the owner or employee of an LTC service provider or immediate family of the policy owner or Insured, as:

- a. being unable to perform, without substantial assistance from another individual, at least two or more activities of daily living for a period of at least ninety days due to a loss of functional capacity; or
- b. requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment.
- **Qualified LTC services include:** informal home care; formal home care; assisted living care, adult day care, facility care, including nursing home care, and other qualified services.
- **International Benefits** - Insureds residing in a foreign country when the need for benefits arise are not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the US.
- **Exclusions** - This rider does not cover any expense which results from: intentionally self-inflicted injuries or attempts at suicide; committing or attempting to commit a felony; alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a Physician; or war or any act of war, whether declared or undeclared.
- **Pre-existing Conditions** - This rider also does not cover preexisting conditions not disclosed in the application if the need for services begins during the first six months after the LTC Rider effective date.
- **Cash Indemnity Benefits** - Once a claim has been approved, no bills or receipts are needed. The LTC benefit will be paid directly to the policy owner on a monthly basis. Benefits are paid as an acceleration of the elected portion of the policy's Specified Amount.
- **No-Lapse Guarantee** - The LTC Rider offers a 'no-lapse guarantee' feature (see the 'Policy & Rider Lapse Protection' section of the LTC Rider). While LTC benefits are being paid, if the policy's surrender value is insufficient to cover monthly deductions, the monthly deductions will be waived and we will not lapse the policy. However, while the policy is being kept in force by this feature, the death benefit will be calculated using your LTC Rider Specified Amount. If the LTC Rider Specified Amount is less than the Total Specified Amount, your death benefit will be reduced. In addition, if the no-lapse guarantee is keeping the policy in force when a claim ends or LTC benefits are exhausted, additional premium may be required to keep the policy in force.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

- You have selected the LTC Rider Specified Amount of \$675,230.00 with a risk class of Couple Preferred Nontobacco. Approval of coverage under this Rider is subject to underwriting, and will require a medical exam.
- The maximum monthly benefit provided by this Rider is the lesser of: the LTC Rider Specified Amount multiplied by an elected percentage of 2%, 3%, or 4%; two times the HIPAA per diem in effect at the time the benefit is paid multiplied by thirty; or 1/12 of the remaining maximum lifetime benefit provided by the Rider. You may elect to take less than the maximum monthly benefit.
- Monthly LTC Rider Charge for each electable maximum monthly benefit is:
  - \$39.84 for the 2% monthly LTC benefit
  - \$54.02 for the 3% monthly LTC benefit
  - \$68.20 for the 4% monthly LTC benefit
- You elected 2%. This election cannot be changed once the policy is in force

**Residual Death Benefit Endorsement (ICC16-NWLA-526)** - If LTC Rider benefits have been paid and the LTC Rider is In Force when the Insured dies, the policy will provide minimum Death Benefit Proceeds as follows.

1. If the LTC Rider is not keeping the policy in force and the Death Benefit is not greater than or equal to 10% of: the Base Policy Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to the greater of zero, or: (1) 10% of: the base Policy Specified Amount minus any Indebtedness; minus (2) the lesser of (a) or (b) if the Policy is in a grace period when the Insured dies, where: (a) is any due and unpaid monthly deductions and any other Policy charges; and (b) is the dollar amount of Premium that would meet the requirements of any death benefit guarantee or no-lapse guarantee; and

2. If the LTC Rider is keeping the policy In Force and the Death Benefit Proceeds are not greater than or equal to: 10% of: the LTC Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to 10% of: the LTC Specified Amount minus any Indebtedness.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 750k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$675,230

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$4,350.00 Annual

**Long-Term Care Rider Amount:** \$675,230

## Numeric Summary

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Cumulative Premium Outlay	Net Surrender Value	Net Death Benefit
5	40	21,750	0	675,230
10	45	43,500	0	675,230
20	55	87,000	0	675,230
35	70	152,250	0	675,230
65	100	282,750	0	675,230
85	120	369,750	0	675,230

**Based on Premium Outlay,**  
**Coverage would continue to:**

**Age 120**

Policy was not a Modified Endowment Contract.

I have received a copy of this proposal. I also understand that this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_ Date \_\_\_\_\_

Applicant/Policy Owner

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_ Date \_\_\_\_\_

Sales Representative

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



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 750k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$675,230  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$4,350.00 Annual  
 Long-Term Care Rider Amount: \$675,230

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
1	36	4,350	0	0	675,230 *	675,230
2	37	4,350	0	0	675,230 *	675,230
3	38	4,350	0	0	675,230 *	675,230
4	39	4,350	0	0	675,230 *	675,230
5	40	4,350	0	0	675,230 *	675,230
<b>Total</b>		<b>21,750</b>				
6	41	4,350	0	0	675,230 **	675,230
7	42	4,350	0	0	675,230 **	675,230
8	43	4,350	0	0	675,230 **	675,230
9	44	4,350	0	0	675,230 **	675,230
10	45	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>43,500</b>				
11	46	4,350	0	0	675,230 **	675,230
12	47	4,350	0	0	675,230 **	675,230
13	48	4,350	0	0	675,230 **	675,230
14	49	4,350	0	0	675,230 **	675,230
15	50	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>65,250</b>				
16	51	4,350	0	0	675,230 **	675,230
17	52	4,350	0	0	675,230 **	675,230
18	53	4,350	0	0	675,230 **	675,230
19	54	4,350	0	0	675,230 **	675,230
20	55	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>87,000</b>				
21	56	4,350	0	0	675,230 **	675,230
22	57	4,350	0	0	675,230 **	675,230
23	58	4,350	0	0	675,230 **	675,230
24	59	4,350	0	0	675,230 **	675,230
25	60	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>108,750</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 750k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$675,230  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$4,350.00 Annual  
 Long-Term Care Rider Amount: \$675,230

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
26	61	4,350	0	0	675,230 **	675,230
27	62	4,350	0	0	675,230 **	675,230
28	63	4,350	0	0	675,230 **	675,230
29	64	4,350	0	0	675,230 **	675,230
30	65	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>130,500</b>				
31	66	4,350	0	0	675,230 **	675,230
32	67	4,350	0	0	675,230 **	675,230
33	68	4,350	0	0	675,230 **	675,230
34	69	4,350	0	0	675,230 **	675,230
35	70	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>152,250</b>				
36	71	4,350	0	0	675,230 **	675,230
37	72	4,350	0	0	675,230 **	675,230
38	73	4,350	0	0	675,230 **	675,230
39	74	4,350	0	0	675,230 **	675,230
40	75	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>174,000</b>				
41	76	4,350	0	0	675,230 **	675,230
42	77	4,350	0	0	675,230 **	675,230
43	78	4,350	0	0	675,230 **	675,230
44	79	4,350	0	0	675,230 **	675,230
45	80	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>195,750</b>				
46	81	4,350	0	0	675,230 **	675,230
47	82	4,350	0	0	675,230 **	675,230
48	83	4,350	0	0	675,230 **	675,230
49	84	4,350	0	0	675,230 **	675,230
50	85	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>217,500</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 750k Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$675,230  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$4,350.00 Annual  
 Long-Term Care Rider Amount: \$675,230

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
51	86	4,350	0	0	675,230 **	675,230
52	87	4,350	0	0	675,230 **	675,230
53	88	4,350	0	0	675,230 **	675,230
54	89	4,350	0	0	675,230 **	675,230
55	90	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>239,250</b>				
56	91	4,350	0	0	675,230 **	675,230
57	92	4,350	0	0	675,230 **	675,230
58	93	4,350	0	0	675,230 **	675,230
59	94	4,350	0	0	675,230 **	675,230
60	95	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>261,000</b>				
61	96	4,350	0	0	675,230 **	675,230
62	97	4,350	0	0	675,230 **	675,230
63	98	4,350	0	0	675,230 **	675,230
64	99	4,350	0	0	675,230 **	675,230
65	100	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>282,750</b>				
66	101	4,350	0	0	675,230 **	675,230
67	102	4,350	0	0	675,230 **	675,230
68	103	4,350	0	0	675,230 **	675,230
69	104	4,350	0	0	675,230 **	675,230
70	105	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>304,500</b>				
71	106	4,350	0	0	675,230 **	675,230
72	107	4,350	0	0	675,230 **	675,230
73	108	4,350	0	0	675,230 **	675,230
74	109	4,350	0	0	675,230 **	675,230
75	110	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>326,250</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.





Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 750k Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$675,230  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$4,350.00 Annual  
**Long-Term Care Rider Amount:** \$675,230

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
76	111	4,350	0	0	675,230 **	675,230
77	112	4,350	0	0	675,230 **	675,230
78	113	4,350	0	0	675,230 **	675,230
79	114	4,350	0	0	675,230 **	675,230
80	115	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>348,000</b>				
81	116	4,350	0	0	675,230 **	675,230
82	117	4,350	0	0	675,230 **	675,230
83	118	4,350	0	0	675,230 **	675,230
84	119	4,350	0	0	675,230 **	675,230
85	120	4,350	0	0	675,230 **	675,230
<b>Total</b>		<b>369,750</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 750k Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$675,230

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$4,350.00 Annual

**Long-Term Care Rider Amount:** \$675,230

## Premium Summary

**INLGP:           \$219.00**

**TP:               \$3,775.91**

**MEP:            \$18,417.00**

**GAP:            \$9,216.00**

**GSP:            \$110,580.00**

Initial No-Lapse Guarantee Premium (INLGP): The minimum monthly premium for 5 years to ensure that the Initial No-Lapse Guarantee remains in force. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

Target Premium (TP): This is the value used in the calculation of commissions.

Modified Endowment Premium (MEP): As defined by the IRS Code 7702A, this premium represents the level annual premium required for seven years to mature the policy under mortality charges at an annual interest rate of 4%.

Guideline Annual Premium (GAP): This premium represents the level annual premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 4%.

Guideline Single Premium (GSP): This premium represents the single premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 6%.

Please see the basic proposal for further information on the guaranteed elements and other important information.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**
**Input Summary - Ledger**  
**Case File: [Untitled]**


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**Screen: Insured**

Revised Proposal?	No	Sex	Female
Issue State	WA	Issue Age or DOB (mm/dd/yyyy)	35
First Name	750k Of	Risk Class	Preferred Nontobacco
Last Name	Income	Tax Bracket	30% From 1 To 99

---

**Screen: Face Amount and Premium**

Total Specified Amount Option	Solve From 1 To 85	Lump Sum Month First Year	1
Section 7702	GPT	1035 Exchange?	No
Death Benefit Option	Level	Avoid MEC	No
Scheduled Premium	4350 From 1 To 85	Target	Lapse Protection Guarantee
Premium Mode	Annual	Maximum Guarantee Period	To Age 120
Return of Premium	No	Specified Guarantee Period	A120

---

**Screen: Interest Rate and Income**

Guaranteed Rate		Loan Interest Payment Method	Borrow
Withdrawal Cap	None	Distribution Mode	Annual From 1 To Max

---

**Screen: Riders**

Accidental Death Benefit	No	Rate Class	Preferred Nontobacco
Children's Term Insurance Amount		Married / Civil Union / Domestic	Yes
Long Term Care Rider	Yes	Print LTC Analysis?	No
Maximum Monthly Benefit	2%	Return of Premium	No
Long Term Care Amount	Equal to Total Specified Amount	Waiver of Monthly Deductions Rider	No

---

**Screen: Output Design**

General Ledger	Yes	Monthly Cost Summary	No
Annual Cost Summary	No	Monthly COI Report	No
Internal Rate of Return	No	Cost and Benefit Report	No
Premium Summary	Yes	Net Cost Per Dollar	No
Nationwide Financial Strength	No	A Guarantee in Uncertain Times	No
Value of Life Insurance Report	No	Wealth Transfer (annuitization)	No
OCC Report	No	Wealth Transfer with LTC (annuitization)	No
Outlay/Tax Report	No	(LTC Rider must be Specified)	
Surrender Charge Report	No		

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## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio****Illustrated Goal Inputs**

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Premium Pay To Age	a120
Maturity or Lapse Age	a120
Cash Value Goal	N/A
Target Year for Cash Value Goal	N/A
Death Benefit Option Change	N/A
Death Benefit Option Change Year	N/A
Optimal Switch	No
Net Rate of Return/Current Interest Rate Assumed	N/A
Overloan Invoked	N/A
Income Type	N/A
Loan Interest Payment Method	N/A
Income Start/Stop Year	N/A
Annualized Income Amount	N/A
Income Frequency	N/A
Specified Amount Change Year	N/A
New Base Specified Amount	N/A
ATR Amount Change Year	N/A
New ATR Specified Amount	N/A

*Not valid without compliance ledgers dated 4/20/2021*

**Name: 750k Of Income F/35**

**Company/ Product: Nationwide/ Nationwide No-Lapse Guarantee UL II**

**Product Warning(s)**

- Specified Amount is \$658,570 when Return of Premium (via Periodic Access Minimum Surrender Value rider) feature is elected.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Insured

Insured Name	750k Of Income
Sex	Female
Age	35
Class	Preferred Non-Tobacco
Flat Extra	1 to 85 - 0.00
State of Issue	Washington
Tax Bracket	1 to 99 - 30

## Solve For

Solve For	Face Amount
Face Solve Option	1 to 85 - No Lapse Solve
Maximum Guarantee Period	To Age 120
Specified Guarantee Period	Age
Age	120
Modal Premium	1 to 85 - 4,350

## Disbursements

Disbursements	N
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## Policy Options

Death Benefit Option	1 to 85 - Option 1 - Level
Premium Mode	Annual
Prevent MEC	N
1035 Exchange Amount	0
1035 Exchange Month	1
Lump Sum Premium	1 to 85 -
Lump Sum Month First Year	1
Section 7702	GPT
Revised Illustration	N
Years to Print	Max

## Policy Riders

Policy Riders	Y
Long Term Care Rider II	Y
Maximum Monthly Benefit	2%
LTC Rider Amount	Equal to Total Specified Amount
LTC Rate Class	Preferred Non-Tobacco
Married / Civil Union / Domestic	Y
Print LTC Analysis	N
Waiver of Monthly Deductions	N
Accidental Death Benefit	N
Child Term Rider	N
Return of Premium / Periodic Access Minimum Surrender	N
Value	

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Report Options

Report Options	Y
Personalized Sales Ideas	
A Guarantee in Uncertain Times	N
Wealth Transfer with LTC [LTC rider must be selected]	N
Reports	
General Ledger	Y
Premium Summary Report	Y
Summary of Guaranteed Values	Y
Nationwide Financial Strength	N
Value of Life Insurance Report	N
Annual Cost Summary	N
IRR Report	N
OCC Report	N
Outlay/Tax Report	N
Surrender Charge Report	N
Monthly Cost Summary	N
Monthly COI Report	N
Cost and Benefit Report	N
Net Cost Per Dollar	N
Commission Summary	N

## Agent Info

Agent Name	Mark Williamson
Agent Address1	601 Union St
Agent City	SEATTLE
Agent State	Washington
Agent Zip Code	98101
Agent Phone	206-623-8801
Agent Email	adasdff@f.com
Bank Sale	N

## Concept

Concept	None
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## *Basic Illustration*

Prepared For:  
1m Of Income

Prepared By:  
Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
ph: 206-623-8801  
adasdff@f.com

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**Nationwide Life and Annuity Insurance Company**  
One Nationwide Plaza  
Columbus, OH 43215

## Life Insurance Proposal Nationwide No-Lapse Guarantee UL II

**Prepared for:**

1m Of Income

**Presented by:**

Mark Williamson  
601 Union St  
SEATTLE, WA 98101  
Phone: 206-623-8801  
EMail: adasdfff@f.com

**Prepared on:**

April 20, 2021

The insurance professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company

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



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

Prepared For: 1m Of Income // Female/35/Preferred Nontobacco

IRC Section 7702: Guideline Premium Test

Specified Amount: \$900,320

ENLG Max Attained Age: 120

Initial Planned Premium: \$5,800.00 Annual

Long-Term Care Rider Amount: \$900,320

## Nationwide Long-Term Care (LTC) Rider Summary\*

### Coverage Applied For:

Long-Term Care Specified Amount:	<b>\$900,320</b>
Elected Percentage for Maximum Monthly LTC Rider Benefit Determination	<b>2%</b>

**Maximum Monthly Benefit at issue is \$18,006, which is the lesser of the following two amounts;**

- (a) Elected Percentage 2% times \$900,320 = \$18,006
- (b) 2021 HIPAA Per Diem is \$400 times 2 times 30 = \$24,000

\*These amounts assume no withdrawals or loans have been taken which could reduce LTC benefits. See Long-Term Care Narrative Summary Description for additional details.

### Qualified Long-Term Care Services covered by the rider will include, but are not limited to the following\*:

- Informal home care
- Formal home care
- Assisted living care
- Adult day care
- Facility care, includes nursing home care
- Other qualified service providers

\*These services can be provided domestically or internationally

Approval of coverage under the LTC Rider is subject to underwriting and may require a medical exam.

The long-term care rider does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial advisor.

Your coverage under the LTC rider is guaranteed renewable. This means Nationwide will not unilaterally cancel or reduce coverage under this Rider, unless you request termination of this Rider, it will remain in force as long as the Policy remains in force. Your monthly LTC rider charge rate cannot increase beyond the maximums stated in your policy. However, Nationwide has the right to increase your current monthly LTC rider charge rates, up to the guaranteed maximum monthly LTC rider charge rate. Any change in the current monthly LTC rider charge rate will be on a uniform basis for Insured's of the same sex, Issue Age, product, rate type and rate class whose Policies have been in force for the same duration.

If the policy's surrender value is not sufficient to pay policy charges, a lapse pending notice will be sent informing you that the policy has entered a grace period. The grace period will last 61 days from the date we mail that notice.

Prior to the passage of the Tax Cuts and Jobs Act, which became effective as of January 1, 2018, the HIPAA per diem for 2021 was established at \$400 per day. However, due to provisions in the new tax laws, the HIPAA per diem could be recalculated, resulting in a number that is less than originally established. The formula for collecting tax-free LTC benefits remains the same. Thus, any amount of LTC Benefits received to pay for qualified LTC expenses that exceed the HIPAA per diem would remain tax free.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### About the Proposal

The proposal is not a contract and will not become part of any policy issued by Nationwide Life and Annuity Insurance Company. The policy constitutes the actual agreement of coverage and contains the entire terms of the contract. The policy is designed to qualify as life insurance under laws of the United States of America, including the Internal Revenue Code of 1986, as amended. Tax treatment for citizens of, and US residents subject to taxation in, foreign countries may be different. Neither Nationwide nor its representatives give legal or tax advice. Please consult with your attorney or tax advisor for answers to your specific tax questions.

The proposal is intended to assist you in understanding how the policy works, not to predict actual performance. It reflects a variety of proposed activities, such as planned premiums and coverage amounts to show the impact on the policy's performance.

This proposal assumes that the premium payment is made on the first day of each year.

### About Nationwide No-Lapse Guarantee UL II

Nationwide No-Lapse Guarantee UL II is an individual flexible premium adjustable life insurance contract covering one person, providing permanent protection for the selected Extended No-lapse Guarantee Period.

#### **Nationwide No-Lapse Guarantee UL II offers:**

- A customizable Extended No-Lapse Guarantee period that helps ensure your policy is there when you need it
- A three-tiered safety net, called the Automated Premium Monitor, that can help you and your insurance professional protect your policy's guarantee.

There is no set premium with this policy. However, sufficient premium must be paid in order to continue coverage. Premiums received are assessed a percent of premium charge. The remaining amount is applied to the policy's Accumulated Value. The Accumulated Value earns and is credited with interest. The interest rate is subject to change at any time, but is guaranteed never to be below the 1.00% guaranteed rate for the un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value. Once a month, on the Policy Monthiversary, a deduction is made from the Accumulated Value to cover administrative, insurance and other applicable expenses. These deductions will stop once the insured reaches attained Age 120. Premiums, other than loan repayments, will not be accepted once the insured reaches attained Age 120. The maturity age will be at attained Age 120.

Available Cash Surrender Value can be borrowed at any time. After the first policy year, Partial Surrenders can be made. The policy can be surrendered at any time for the Net Surrender Value, however, any amount paid will be reduced by any applicable surrender charge and outstanding policy Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

Insurance coverage under your policy and any benefits provided by any elected riders will remain in force as long as the Net Surrender Value of your policy on each Policy Monthiversary is sufficient to pay monthly administrative and insurance charges and any other applicable expenses. If the Net Surrender Value is not sufficient, your policy may be kept in force by policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for additional policy continuation details.

Any Specified Amount increase will require evidence of insurability satisfactory to Nationwide.

### Key Terms & Column Headings

**Accumulated Value** - The amount of premium paid, minus the percent of premium charge, monthly deductions for cost of insurance and other policy and rider charges, and any partial surrenders, plus interest credited.

**Annualized Premium Outlay** - Total premium paid into the policy during a policy year.

**Attained Age** - Issue Age plus the number of full policy years since the Policy Date.

**Benefit for LTC** - The maximum lifetime Long-Term Care benefit available as of the end of each policy year.

**Cash Surrender Value** - The Accumulated Value minus any Surrender Charges

**Guaranteed Values** - Guaranteed values are based on guaranteed cost of insurance and guaranteed policy charges. These values use a guaranteed interest rate of 1.00% for un-loaned Accumulated Value and 3.00% for any loaned Accumulated Value.

**Issue Age** - The Insured's age on the birthday nearest the Policy Date.

**Loans** - Amount borrowed against the Net Surrender Value during the policy year. Any outstanding policy indebtedness will be charged interest at the policy Loan interest rate of 5.00% as defined in the policy. If the Loan interest is not paid, it is added to the Total Loan Balance. Any outstanding indebtedness will result in a reduction in the policy's Surrender Value and Death Benefit. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how indebtedness affects these policy continuation features.

The loaned portion of the Accumulated Value will be credited with 3.00% interest.

**Modified Endowment Contract** - A life insurance policy where premium payments made during the first seven years of the contract, or during the first seven years after a material change, exceed the Modified Endowment Premium limit as defined by section 7702A of the Internal Revenue Code. Distributions from these types of contracts are subject to less favorable tax treatment than distributions from policies which are not Modified Endowment Contracts.

**Net Annual Outlay** - Shows planned premiums plus any loan repayments, less Partial Surrenders and Loans.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

**Net Death Benefit** - Death benefit amount that would be paid to beneficiary in the event of Insured's death. This amount is net of any outstanding policy indebtedness.

**Net Surrender Value** - Accumulated Value less applicable Surrender Charges, minus any policy indebtedness. The amount that the policy owner would receive if a full surrender was effected.

**Partial Surrenders** - Amount taken as Partial Surrenders during the policy year. Partial Surrenders reduce the death benefit and Net Surrender Value by the gross surrender amount. In addition, Partial Surrenders can impact the policy continuation features of the policy. Please see the Initial No-Lapse Guarantee Policy Continuation and Extended No-Lapse Guarantee Policy Continuation descriptions in the Additional Benefits & Information section of the Narrative Summary for details on how Partial Surrenders affect these policy continuation features.

**Policy Monthiversary** - The same day of the month as the Policy Date for each succeeding month. In any month where such day does not exist (e.g. 29th, 30th, and 31st), the Policy Monthiversary will be the last day of the calendar month.

**Section 7702 - Cash Value Accumulation Test (CVAT):** As defined by the IRS Code 7702, CVAT is one of two alternative tests that can be selected at issue of the Life Insurance Policy. CVAT requires the Accumulated Value at no time exceeds the Net Single Premium (NSP) to fund the future benefits.

**Section 7702 - Guideline Premium/Cash Value Corridor Test (GP/CVCT):** As defined by the IRS Code 7702, GP/CVCT is the other alternative test that can be selected at issue of the Life Insurance Policy to satisfy the tax treatment of the Life Insurance Contract. GP/CVCT is a dual test that is met at all times if:

1. The total of the gross premium paid under the contract does not exceed the Guideline Premium limitations for the contract, and
2. The statutory Cash Value Corridor requirement is satisfied

This proposal was calculated using the Guideline Premium Test.

**Specified Amount** - Dollar amount used to determine the amount of death benefit payable.

**Surrender Charges** - Amount deducted from the Accumulated Value in the event that the policy owner surrenders the policy for cash during the applicable period. The actual Surrender Charge deducted will be the lesser of the Surrender Charge shown in the table below and the Accumulated Value on the date of surrender. At no time will the deduction of the Surrender Charge cause the policy owner to owe additional funds to Nationwide Life and Annuity Insurance Company. The Surrender Charge period is in effect as shown below.

Policy Year	Surrender Charges
1	\$14,874.59
2	\$14,317.79
3	\$13,776.89
4	\$13,251.91
5	\$12,726.92
6	\$12,217.85
7	\$11,692.86



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

8	\$11,199.69
9	\$10,706.52
10	\$10,229.26
11	\$9,752.01
12	\$8,924.76
13	\$8,113.41
14	\$7,317.98
15	\$5,965.75
16	\$4,661.24
17	\$3,404.45
18	\$2,227.21
19	\$1,081.79
20	\$0.00

**Total Loan Balance** - Outstanding policy indebtedness plus any unpaid Loan interest.

## Additional Benefits & Information

### Accelerated Death Benefit for Terminal Illness Rider - (Form# ICC13-NWLA-495)

- The Accelerated Death Benefit for Terminal Illness Rider advances a portion of the policy's death benefit in the event of a terminal illness (with a life expectancy of 12 months or less).
- The rider is effective and attached to the policy at the time the policy is issued.
- There is no upfront charge for this rider; however, charges and adjustments will apply at the time a claim is accepted.
- The receipt of an accelerated death benefit payment may be taxable or may affect Medicaid or public assistance eligibility. Nationwide therefore strongly recommends that clients seek independent advice when determining the benefits of using the rider.
- Nationwide reserves the right to require the policy Specified Amount be at least \$50,000 on the rider's benefit effective date; the remaining Specified Amount, after acceleration of the death benefit, must be at least the minimum Specified Amount.
- The maximum amount of the accelerated death benefit to be paid if the Insured meets the requirements of the Eligibility and Conditions for Payment section of the rider cannot exceed 50% of the base policy Specified Amount.
- The net accelerated death benefit payment must be at least \$10,000 and shall not exceed \$250,000.
- You may not be able to use the Accelerated Death Benefit for Terminal Illness Rider if the current base policy death benefit is equal to the stated minimum death benefit in your policy.

### Accelerated Death Benefit for Critical Illness Rider - (Form # ICC20-NWLA-606)

This rider is automatically added to eligible policies at issue. A charge will only occur if the rider benefit is paid.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

This rider permits a request for an elected portion of the base policy's Specified Amount when the Insured is diagnosed with any of the following as described in the rider, including any required period of survival or treatment:

- Cancer
- Heart attack
- Heart valve replacement
- Kidney failure
- Major organ transplant
- Paralysis
- Stroke
- Sudden cardiac arrest

The maximum annual benefit is the lesser of 10% of the specified amount or \$25,000 per event and is paid as a lump sum. A maximum of 5 claims are allowed.

An administrative charge of up to \$250 dollars, and any due and unpaid premium or policy charges and a loan repayment for any outstanding policy loan, are deducted from the benefit payment. In addition, the Specified Amount and other policy values are reduced each time an accelerated death benefit payment is made. The reduction in the Specified Amount will be more than one dollar for each dollar of benefit received by the Policy Owner based on factors that exist at the time of claim including interest rates and age of insured at the time of claim. The reduction factor includes the cost of accessing the death benefit early. Benefits provided by other riders may also be impacted or require termination when a benefit under the Critical Illness Rider is paid.

Benefits may be taxable under certain circumstances. Consult your tax advisor.

Limitations on availability and the amount of the benefit apply. If the policy specified amount at the time of claim is at or near the minimum stated specified amount in the policy, benefits may not be available. Please request a copy of the rider for details.

#### **Policy Maturity Date Extension**

- This policy provision protects against the possibility of outliving coverage.
- Provided the policy has not lapsed or been surrendered before reaching the original Maturity Date (the insured's Attained Age 120), the original Maturity Date will automatically be extended to pay a death benefit upon the death of the insured.
- After the original Maturity Date is extended, payments will no longer be accepted (except for loan repayments), interest will continue to be credited to the policy's Accumulated Value, and monthly charges will no longer be deducted.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

## Narrative Summary

### Initial No-Lapse Guarantee Policy Continuation

This proposal reflects a 5 year Initial No-Lapse Guarantee Policy Continuation period.

The Initial No-Lapse Guarantee Monthly Premium is \$292.00\*

The Initial No-Lapse Guarantee Policy Continuation provision ensures that the policy will not lapse during the Initial No-Lapse Guarantee Policy Continuation period as long as (1) is greater than or equal to (2), where:

- 1) Is the sum of all premiums paid, minus any Partial Surrenders, Partial Surrender fees, Surrender Charges, returned premium, and outstanding policy indebtedness
- 2) Is the sum of the Initial No-Lapse Guarantee Monthly Premium in effect for each respective month completed since the policy issue date.

\*The dollar amount of the Initial No-Lapse Guarantee Monthly Premium is subject to change if changes are made to the policy.

### Extended No-Lapse Guarantee Policy Continuation

The Extended No-Lapse Guarantee Policy Continuation provision ensures that, after the Initial No-Lapse Guarantee Period has ended, the policy will not lapse as long as the Extended No-Lapse Guarantee Value, minus any Indebtedness, is greater than zero. The Extended No-Lapse Guarantee Value is not used in determining the Accumulated Value, death benefit, or any other benefits provided in this policy or any elected riders. The Extended No-Lapse Guarantee Value is not a monetary amount that you may access.

The Extended No-Lapse Guarantee Value depends on management of the policy including but not limited to the frequency, timing and amount of premium, Partial Surrenders and policy Loans. Any difference between the actual management of the policy and management of the policy as proposed could impact the Extended No-Lapse Guarantee Value, which could cause you to lose your guaranteed death benefit earlier than proposed.

This proposal reflects an Extended No-Lapse Guarantee Maximum Attained Age period to attained age 120. You have specified a guarantee period to Attained Age 120. Based on the proposed assumptions, the policy will provide an actual guarantee to Attained Age 120.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

#### **Long-Term Care Rider - (Form# ICC16-NWLA-523)**

This rider provides monthly benefits for qualified Long-Term Care services upon approval of a claim. Eligibility requirements include certification that the Insured is chronically ill, a plan of care for qualified LTC services, and a 90 calendar day elimination period must be met. Chronically ill means, the insured has been certified, within the preceding twelve months, by a licensed health care practitioner other than the owner or employee of an LTC service provider or immediate family of the policy owner or Insured, as:

- a. being unable to perform, without substantial assistance from another individual, at least two or more activities of daily living for a period of at least ninety days due to a loss of functional capacity; or
- b. requiring substantial supervision to protect the individual from threats to health and safety due to severe cognitive impairment.
- **Qualified LTC services include:** informal home care; formal home care; assisted living care, adult day care, facility care, including nursing home care, and other qualified services.
- **International Benefits** - Insureds residing in a foreign country when the need for benefits arise are not required to return to the United States for certification; however, the licensed health care practitioner providing the certification must be licensed to practice in the US.
- **Exclusions** - This rider does not cover any expense which results from: intentionally self-inflicted injuries or attempts at suicide; committing or attempting to commit a felony; alcoholism or drug addiction, unless addiction results from administration of drugs for treatment prescribed by a Physician; or war or any act of war, whether declared or undeclared.
- **Pre-existing Conditions** - This rider also does not cover preexisting conditions not disclosed in the application if the need for services begins during the first six months after the LTC Rider effective date.
- **Cash Indemnity Benefits** - Once a claim has been approved, no bills or receipts are needed. The LTC benefit will be paid directly to the policy owner on a monthly basis. Benefits are paid as an acceleration of the elected portion of the policy's Specified Amount.
- **No-Lapse Guarantee** - The LTC Rider offers a 'no-lapse guarantee' feature (see the 'Policy & Rider Lapse Protection' section of the LTC Rider). While LTC benefits are being paid, if the policy's surrender value is insufficient to cover monthly deductions, the monthly deductions will be waived and we will not lapse the policy. However, while the policy is being kept in force by this feature, the death benefit will be calculated using your LTC Rider Specified Amount. If the LTC Rider Specified Amount is less than the Total Specified Amount, your death benefit will be reduced. In addition, if the no-lapse guarantee is keeping the policy in force when a claim ends or LTC benefits are exhausted, additional premium may be required to keep the policy in force.



## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

### Narrative Summary

- You have selected the LTC Rider Specified Amount of \$900,320.00 with a risk class of Couple Preferred Nontobacco. Approval of coverage under this Rider is subject to underwriting, and will require a medical exam.
- The maximum monthly benefit provided by this Rider is the lesser of: the LTC Rider Specified Amount multiplied by an elected percentage of 2%, 3%, or 4%; two times the HIPAA per diem in effect at the time the benefit is paid multiplied by thirty; or 1/12 of the remaining maximum lifetime benefit provided by the Rider. You may elect to take less than the maximum monthly benefit.
- Monthly LTC Rider Charge for each electable maximum monthly benefit is:
  - \$53.12 for the 2% monthly LTC benefit
  - \$72.03 for the 3% monthly LTC benefit
  - \$90.93 for the 4% monthly LTC benefit
- You elected 2%. This election cannot be changed once the policy is in force

**Residual Death Benefit Endorsement (ICC16-NWLA-526)** - If LTC Rider benefits have been paid and the LTC Rider is In Force when the Insured dies, the policy will provide minimum Death Benefit Proceeds as follows.

1. If the LTC Rider is not keeping the policy in force and the Death Benefit is not greater than or equal to 10% of: the Base Policy Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to the greater of zero, or: (1) 10% of: the base Policy Specified Amount minus any Indebtedness; minus (2) the lesser of (a) or (b) if the Policy is in a grace period when the Insured dies, where: (a) is any due and unpaid monthly deductions and any other Policy charges; and (b) is the dollar amount of Premium that would meet the requirements of any death benefit guarantee or no-lapse guarantee; and

2. If the LTC Rider is keeping the policy In Force and the Death Benefit Proceeds are not greater than or equal to: 10% of: the LTC Specified Amount minus any Indebtedness, Nationwide will instead pay Death Benefit Proceeds equal to 10% of: the LTC Specified Amount minus any Indebtedness.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 1m Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$900,320  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$5,800.00 Annual  
**Long-Term Care Rider Amount:** \$900,320

## Numeric Summary

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Cumulative Premium Outlay	Net Surrender Value	Net Death Benefit
5	40	29,000	0	900,320
10	45	58,000	0	900,320
20	55	116,000	0	900,320
35	70	203,000	0	900,320
65	100	377,000	0	900,320
85	120	493,000	0	900,320

**Based on Premium Outlay,**  
**Coverage would continue to:**

**Age 120**

Policy was not a Modified Endowment Contract.

I have received a copy of this proposal. I also understand that this proposal is not a contract and that the terms of the policy constitute the actual agreement of coverage.

\_\_\_\_\_  
 Applicant/Policy Owner

\_\_\_\_\_  
 Date

I certify that this proposal has been presented to the applicant. I have made no representations that are inconsistent with the proposal.

\_\_\_\_\_  
 Sales Representative

\_\_\_\_\_  
 Date

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



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 1m Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$900,320  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$5,800.00 Annual  
 Long-Term Care Rider Amount: \$900,320

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
1	36	5,800	0	0	900,320 *	900,320
2	37	5,800	0	0	900,320 *	900,320
3	38	5,800	0	0	900,320 *	900,320
4	39	5,800	0	0	900,320 *	900,320
5	40	5,800	0	0	900,320 *	900,320
<b>Total</b>		<b>29,000</b>				
6	41	5,800	0	0	900,320 **	900,320
7	42	5,800	0	0	900,320 **	900,320
8	43	5,800	0	0	900,320 **	900,320
9	44	5,800	0	0	900,320 **	900,320
10	45	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>58,000</b>				
11	46	5,800	0	0	900,320 **	900,320
12	47	5,800	0	0	900,320 **	900,320
13	48	5,800	0	0	900,320 **	900,320
14	49	5,800	0	0	900,320 **	900,320
15	50	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>87,000</b>				
16	51	5,800	0	0	900,320 **	900,320
17	52	5,800	0	0	900,320 **	900,320
18	53	5,800	0	0	900,320 **	900,320
19	54	5,800	0	0	900,320 **	900,320
20	55	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>116,000</b>				
21	56	5,800	0	0	900,320 **	900,320
22	57	5,800	0	0	900,320 **	900,320
23	58	5,800	0	0	900,320 **	900,320
24	59	5,800	0	0	900,320 **	900,320
25	60	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>145,000</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 1m Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$900,320  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$5,800.00 Annual  
 Long-Term Care Rider Amount: \$900,320

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
26	61	5,800	0	0	900,320 **	900,320
27	62	5,800	0	0	900,320 **	900,320
28	63	5,800	0	0	900,320 **	900,320
29	64	5,800	0	0	900,320 **	900,320
30	65	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>174,000</b>				
31	66	5,800	0	0	900,320 **	900,320
32	67	5,800	0	0	900,320 **	900,320
33	68	5,800	0	0	900,320 **	900,320
34	69	5,800	0	0	900,320 **	900,320
35	70	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>203,000</b>				
36	71	5,800	0	0	900,320 **	900,320
37	72	5,800	0	0	900,320 **	900,320
38	73	5,800	0	0	900,320 **	900,320
39	74	5,800	0	0	900,320 **	900,320
40	75	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>232,000</b>				
41	76	5,800	0	0	900,320 **	900,320
42	77	5,800	0	0	900,320 **	900,320
43	78	5,800	0	0	900,320 **	900,320
44	79	5,800	0	0	900,320 **	900,320
45	80	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>261,000</b>				
46	81	5,800	0	0	900,320 **	900,320
47	82	5,800	0	0	900,320 **	900,320
48	83	5,800	0	0	900,320 **	900,320
49	84	5,800	0	0	900,320 **	900,320
50	85	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>290,000</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal  
**Nationwide No-Lapse Guarantee UL II**  
 Nationwide Life and Annuity Insurance Company, Columbus, Ohio

Prepared For: 1m Of Income // Female/35/Preferred Nontobacco  
 IRC Section 7702: Guideline Premium Test  
 Specified Amount: \$900,320  
 ENLG Max Attained Age: 120  
 Initial Planned Premium: \$5,800.00 Annual  
 Long-Term Care Rider Amount: \$900,320

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
51	86	5,800	0	0	900,320 **	900,320
52	87	5,800	0	0	900,320 **	900,320
53	88	5,800	0	0	900,320 **	900,320
54	89	5,800	0	0	900,320 **	900,320
55	90	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>319,000</b>				
56	91	5,800	0	0	900,320 **	900,320
57	92	5,800	0	0	900,320 **	900,320
58	93	5,800	0	0	900,320 **	900,320
59	94	5,800	0	0	900,320 **	900,320
60	95	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>348,000</b>				
61	96	5,800	0	0	900,320 **	900,320
62	97	5,800	0	0	900,320 **	900,320
63	98	5,800	0	0	900,320 **	900,320
64	99	5,800	0	0	900,320 **	900,320
65	100	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>377,000</b>				
66	101	5,800	0	0	900,320 **	900,320
67	102	5,800	0	0	900,320 **	900,320
68	103	5,800	0	0	900,320 **	900,320
69	104	5,800	0	0	900,320 **	900,320
70	105	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>406,000</b>				
71	106	5,800	0	0	900,320 **	900,320
72	107	5,800	0	0	900,320 **	900,320
73	108	5,800	0	0	900,320 **	900,320
74	109	5,800	0	0	900,320 **	900,320
75	110	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>435,000</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 1m Of Income // Female/35/Preferred Nontobacco  
**IRC Section 7702:** Guideline Premium Test  
**Specified Amount:** \$900,320  
**ENLG Max Attained Age:** 120  
**Initial Planned Premium:** \$5,800.00 Annual  
**Long-Term Care Rider Amount:** \$900,320

**Tabular Detail**

**Guaranteed**  
 Guaranteed Interest Rate 1.00%  
 Guaranteed Charges

End of Year	Age	Annualized Premium Outlay	Accumulated Value	Net Surrender Value	Net Death Benefit	Benefit for LTC
76	111	5,800	0	0	900,320 **	900,320
77	112	5,800	0	0	900,320 **	900,320
78	113	5,800	0	0	900,320 **	900,320
79	114	5,800	0	0	900,320 **	900,320
80	115	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>464,000</b>				
81	116	5,800	0	0	900,320 **	900,320
82	117	5,800	0	0	900,320 **	900,320
83	118	5,800	0	0	900,320 **	900,320
84	119	5,800	0	0	900,320 **	900,320
85	120	5,800	0	0	900,320 **	900,320
<b>Total</b>		<b>493,000</b>				

Based on Premium Outlay, coverage would continue to:

Insured's attained age: 120

\*The Death Benefit remains in force due to the Initial No-Lapse Guarantee Policy Continuation provision. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

\*\* The Death Benefit remains in force due to the Extended No-Lapse Guarantee Policy Continuation provision. Please see the Extended No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.



## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**

**Prepared For:** 1m Of Income // Female/35/Preferred Nontobacco

**IRC Section 7702:** Guideline Premium Test

**Specified Amount:** \$900,320

**ENLG Max Attained Age:** 120

**Initial Planned Premium:** \$5,800.00 Annual

**Long-Term Care Rider Amount:** \$900,320

## Premium Summary

**INLGP: \$292.00**

**TP: \$5,034.70**

**MEP: \$24,557.00**

**GAP: \$12,238.00**

**GSP: \$146,628.00**

**Initial No-Lapse Guarantee Premium (INLGP):** The minimum monthly premium for 5 years to ensure that the Initial No-Lapse Guarantee remains in force. Please see the Initial No-Lapse Guarantee Policy Continuation Narrative Summary description for more details.

**Target Premium (TP):** This is the value used in the calculation of commissions.

**Modified Endowment Premium (MEP):** As defined by the IRS Code 7702A, this premium represents the level annual premium required for seven years to mature the policy under mortality charges at an annual interest rate of 4%.

**Guideline Annual Premium (GAP):** This premium represents the level annual premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 4%.

**Guideline Single Premium (GSP):** This premium represents the single premium required to mature the policy under mortality and expense charges, as defined in IRS Code 7702, at an annual interest rate of 6%.

Please see the basic proposal for further information on the guaranteed elements and other important information.





## Life Insurance Proposal

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio**
**Input Summary - Ledger**  
**Case File: [Untitled]**


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**Screen: Insured**

Revised Proposal?	No	Sex	Female
Issue State	WA	Issue Age or DOB (mm/dd/yyyy)	35
First Name	1m Of	Risk Class	Preferred Nontobacco
Last Name	Income	Tax Bracket	30% From 1 To 99

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**Screen: Face Amount and Premium**

Total Specified Amount Option	Solve From 1 To 85	Lump Sum Month First Year	1
Section 7702	GPT	1035 Exchange?	No
Death Benefit Option	Level	Avoid MEC	No
Scheduled Premium	5800 From 1 To 85	Target	Lapse Protection Guarantee
Premium Mode	Annual	Maximum Guarantee Period	To Age 120
Return of Premium	No	Specified Guarantee Period	A120

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**Screen: Interest Rate and Income**

Guaranteed Rate		Loan Interest Payment Method	Borrow
Withdrawal Cap	None	Distribution Mode	Annual From 1 To Max

---

**Screen: Riders**

Accidental Death Benefit	No	Rate Class	Preferred Nontobacco
Children's Term Insurance Amount		Married / Civil Union / Domestic	Yes
Long Term Care Rider	Yes	Print LTC Analysis?	No
Maximum Monthly Benefit	2%	Return of Premium	No
Long Term Care Amount	Equal to Total Specified Amount	Waiver of Monthly Deductions Rider	No

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**Screen: Output Design**

General Ledger	Yes	Monthly Cost Summary	No
Annual Cost Summary	No	Monthly COI Report	No
Internal Rate of Return	No	Cost and Benefit Report	No
Premium Summary	Yes	Net Cost Per Dollar	No
Nationwide Financial Strength	No	A Guarantee in Uncertain Times	No
Value of Life Insurance Report	No	Wealth Transfer (annuitization)	No
OCC Report	No	Wealth Transfer with LTC (annuitization)	No
Outlay/Tax Report	No	(LTC Rider must be Specified)	
Surrender Charge Report	No		

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## Supplemental Report

**Nationwide No-Lapse Guarantee UL II**  
**Nationwide Life and Annuity Insurance Company, Columbus, Ohio****Illustrated Goal Inputs**

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Premium Pay To Age	a120
Maturity or Lapse Age	a120
Cash Value Goal	N/A
Target Year for Cash Value Goal	N/A
Death Benefit Option Change	N/A
Death Benefit Option Change Year	N/A
Optimal Switch	No
Net Rate of Return/Current Interest Rate Assumed	N/A
Overloan Invoked	N/A
Income Type	N/A
Loan Interest Payment Method	N/A
Income Start/Stop Year	N/A
Annualized Income Amount	N/A
Income Frequency	N/A
Specified Amount Change Year	N/A
New Base Specified Amount	N/A
ATR Amount Change Year	N/A
New ATR Specified Amount	N/A

*Not valid without compliance ledgers dated 4/20/2021*

**Name:** 1m Of Income F/35

**Company/ Product:** Nationwide/ Nationwide No-Lapse Guarantee UL II

**Product Warning(s)**

- Specified Amount is \$878,110 when Return of Premium (via Periodic Access Minimum Surrender Value rider) feature is elected.
- Illustration Succeeded

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Insured

Insured Name	1m Of Income
Sex	Female
Age	35
Class	Preferred Non-Tobacco
Flat Extra	1 to 85 - 0.00
State of Issue	Washington
Tax Bracket	1 to 99 - 30

## Solve For

Solve For	Face Amount
Face Solve Option	1 to 85 - No Lapse Solve
Maximum Guarantee Period	To Age 120
Specified Guarantee Period	Age
Age	120
Modal Premium	1 to 85 - 5,800

## Disbursements

Disbursements	N
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## Policy Options

Death Benefit Option	1 to 85 - Option 1 - Level
Premium Mode	Annual
Prevent MEC	N
1035 Exchange Amount	0
1035 Exchange Month	1
Lump Sum Premium	1 to 85 -
Lump Sum Month First Year	1
Section 7702	GPT
Revised Illustration	N
Years to Print	Max

## Policy Riders

Policy Riders	Y
Long Term Care Rider II	Y
Maximum Monthly Benefit	2%
LTC Rider Amount	Equal to Total Specified Amount
LTC Rate Class	Preferred Non-Tobacco
Married / Civil Union / Domestic	Y
Print LTC Analysis	N
Waiver of Monthly Deductions	N
Accidental Death Benefit	N
Child Term Rider	N
Return of Premium / Periodic Access Minimum Surrender	N
Value	

# Client Input Summary

Company: Nationwide

April 20, 2021

Product: Nationwide No-Lapse Guarantee UL II

## Report Options

Report Options	Y
Personalized Sales Ideas	
A Guarantee in Uncertain Times	N
Wealth Transfer with LTC [LTC rider must be selected]	N
Reports	
General Ledger	Y
Premium Summary Report	Y
Summary of Guaranteed Values	Y
Nationwide Financial Strength	N
Value of Life Insurance Report	N
Annual Cost Summary	N
IRR Report	N
OCC Report	N
Outlay/Tax Report	N
Surrender Charge Report	N
Monthly Cost Summary	N
Monthly COI Report	N
Cost and Benefit Report	N
Net Cost Per Dollar	N
Commission Summary	N

## Agent Info

Agent Name	Mark Williamson
Agent Address1	601 Union St
Agent City	SEATTLE
Agent State	Washington
Agent Zip Code	98101
Agent Phone	206-623-8801
Agent Email	adasdff@f.com
Bank Sale	N

## Concept

Concept	None
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