



Linked benefit long-term care plans: What sets Nationwide CareMatters® II apart?

Each of your clients and their families have different needs. That's why a customizable long-term care policy may be an appealing option for your clients. With Nationwide CareMatters® II, you can help them build a plan that fits into their strategy for financing long-term care costs. No matter what, one thing many people tell us is that they want to be able to choose where and from whom they receive care.

Cash indemnity LTC benefits

- The entire monthly LTC benefit is paid directly to the policyowner each month
- Nationwide places no restrictions on how LTC benefits are used; they can be used for any care needs
- Informal caregivers, including family members and friends, can be paid¹
- No need to submit bills and receipts to the insurer for approval²

Flexible payment schedules

- Familiar single-, five-, and ten-pay options
- Can also pay to Age 65 or even to Age 100³
- Flexible 1035 and lump-sum options that can be combined with other schedules

Innovative inflation protection options

- Fixed rate inflation options
- Option to track the cost of health care as measured by the Bureau of Labor Statistics⁴

Control over assets

There is some concern in the market about rising premiums and the “use it or lose it” risk of traditional stand-alone LTC policies. With Nationwide CareMatters II, premiums are guaranteed to never increase. And clients are offered a level of comfort knowing that they'll recover at least the cost of their premium in one of the following ways:

- LTC benefits
- A death benefit
- A combination of LTC benefits and death benefit
- Refund of premium options

Choice of service

Clients can use their Nationwide CareMatters II policy to pay for the LTC services that fit their needs. Nationwide places no restrictions on how LTC benefits are used.

Your clients may be able to use their benefit for:

- Home health care
- Assisted living
- Nursing home care
- Hospice
- Adult day care
- Informal care — they can pay a nonlicensed family member or friend to care for them
- State-certified alternative-style LTC services
- State-certified LTC coverage options developed in the future

Please be sure to review important disclosures about CareMatters found at the end of this document.

¹ A licensed health care practitioner must state that informal care (which is provided by family members or friends) is appropriate in the plan of care. Clients should talk to their tax professional about potential tax implication.

² Receipts may be required to establish a claim but are not required month to month.

³ Restrictions on issue ages apply.

⁴ The Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted (the “Index”) is maintained by the U.S. Bureau of Labor Statistics. The actual rate of inflation in long-term care costs may be different than the experience of the Index.

Use this chart to compare the features of various linked-benefit long-term care products in the marketplace today.

| | Nationwide CareMatters II | Securian SecureCare | Lincoln MoneyGuard III | Pacific Life PremierCare Choice | OneAmerica |
|---|---|--|---|--|---|
| Benefit type | Cash indemnity | Cash indemnity | Reimbursement | Optional | Reimbursement |
| <p>Pacific Life: Can choose Reimbursement or Indemnity at time of initial claim (irrevocable). Indemnity payments will be the illustrated reimbursement payment reduced by discount factor.</p> | | | | | |
| Minimum face amount | \$60,000 | \$50,000 | \$50,000 | \$60,000 | \$50,000 |
| Issue ages | 30–75 | 40–75 | 30–80 | 30–75 | 35–80 |
| Inflation options | 3% Simple 3% Compound 5% Compound U.S. Medical Care | 3% Simple 3% Compound 5% Simple 5% Compound | 3% Compound 5% Compound | 3% Simple 5% Simple 5% Compound | 3% or 5% compound for 20 years or a lifetime |
| <p>Only Nationwide offers an inflation protection option tied to increases in the cost of health care.</p> | | <p>OneAmerica: Single Premium Drop-in Rider: Clients may make up to two additional premium drop-ins within 6 months of policy issue (only available on recurring premium WL).</p> | | | |
| Premium options | Single pay 5 pay 10 pay Pay to age 65 Pay to age 100 (all multi-pay options may be paid annually or monthly) | Single pay 5 pay 7 pay 10 pay 15 pay | Single pay or flexible premiums (available to be paid up to the greater of 10 years or to age 70; could be lower for higher issue ages) | PremierCare Choice 100: 1, 5, or 10 pay PremierCare Choice Max: 1, 5, 10, 15 or 20 pay | Asset Care Single Premium Whole Life or Asset Care Recurring Premium Whole Life: 5 pay, 10 pay, 20 pay or pay to 95 |
| LTC benefit coverage duration | 2 to 7 years (Acceleration of Death Benefit: 2 years; Extension of Benefit: 1 to 5 years) | 2 to 7 years (Acceleration for LTC: 2 or 3 years; Extension of Benefit: 2 or 4 years) | LTC Benefit Rider 3 to 7 years | 2 to 8 years (Acceleration of Benefit Rider: 2 years; Extension of Benefit Rider: 1 to 6 years) | Accelerated Death Benefit Period 2% (50 month) 3% (33 months) 4% (25 months) |
| <p>OneAmerica: Continuation of Benefits Rider: Once the base policy benefits have been exhausted, this rider kicks in for the length of time the client chooses. Two choices of extended benefit are available: limited or lifetime.</p> | | | | | |
| Guaranteed reduced paid-up benefit (in the event that premiums stop) | Yes | Yes | No, policy will be subject to the terms and conditions of the nonforfeiture | Yes, locked in at 70% for the remainder of the contract | Yes |
| Premium flexibility | Yes | No | Yes | No | Yes |
| <p>Carrier accepts lump-sum payments and 1035 exchanges that can differ from the recurring premium amount.</p> | | | | | |
| Separately identifiable premiums | Yes | Yes | No | Yes | Yes |
| <p>LTC and life insurance premiums are broken out, creating potential opportunities to pay for LTC using tax-advantaged dollars.</p> | | | | | |
| Refund of premium | <ul style="list-style-type: none"> Minimum Refund of Premium with Maximum LTC Benefit Vested Step Up | Yes, subject to the vesting schedule below: Year 1: 80% Year 2: 84% Year 3: 88% Year 4: 92% Year 5: 96% Years 6+: 100% | <ul style="list-style-type: none"> Basic: 70% ROP in all years Vested: 100% after 10 years. Year 1 – 70% (grading up by 3% each year) | <ul style="list-style-type: none"> PremierCare Choice 100: Single premium with 100% ROP PremierCare Choice MAX: single premium with Vested ROP PremierCare Choice Multi-Pay 100: 5 or 10 pay with 100% ROP PremierCare Choice Multi-Pay MAX: 5, 10, 15 or 20 pay with Vested ROP | Yes, 100% ROP available on the base policy, acceleration of benefits premium, and continuation of benefits premium; however, any premium paid for Inflation Protection does not apply |

Note: All information presented is reliable as of Feb. 28, 2020. Nationwide has made every effort to make sure it is reliable. However, as information provided on competitors can change at any time without notice, it is possible that there are differences between the products compared which are not reflected and/or of which we are unaware. For this reason, its completeness and accuracy cannot be guaranteed.

| | Nationwide CareMatters II | Securian SecureCare | Lincoln MoneyGuard III | Pacific Life PremierCare Choice | OneAmerica |
|--|---|---|---|--|---|
| Elimination period | 90 calendar days (Upon completion, benefits for the first 90 days will be paid retroactively along with benefits for month four) | 0 days home modification, caregiver training; 90 calendar days all other benefits | 0 days | Reimbursement: 90 calendar days facility care; 0 days HHC, adult day care Indemnity: 90 calendar days all levels of care | 0 days (home) 90 days (facility) within 270-calendar-day window |
| Residual death benefit | 20% of specified amount | 10% of base specified amount, up to \$10,000 | 5% of base specified amount, up to \$10,000 | 5% of base specified amount, up to \$5,000 | Not available |
| <p>Nationwide has the highest residual death benefit.</p> | | | | | |
| Underwriting | Telephone and APS if need | Telephone and APS if needed | No labs or APS | APS for 50+ (below 50 for cause) | Certain ages or premiums may require full underwriting |
| Unlicensed informal caregiver | Yes | Yes | Limited to \$100 per day for a total of 180 days during first 12 months in which benefits for covered services are paid | Only if Indemnity option is selected at time of claim | No |
| <p>Lincoln MoneyGuard III: To qualify, the insured must receive Home Health Care Services and/or Adult Day Care Services for at least 2 days in any week. Not available if other covered services are received on that day. Insured's spouse cannot provide care.</p> | | | | | |
| Family care | Yes, policy owner can pay a family member directly to provide care as prescribed | Yes, policy owner can pay a family member directly to provide care as prescribed | No | Reimbursement: No Indemnity: Yes for home health care or community care | No |
| Caregiver training | Nationwide places no restrictions on how benefits are used | Up to \$1,000 available prior to satisfying the elimination period | Up to \$500 | Yes | Up to 2× maximum monthly benefit |
| Home modifications | Nationwide places no restrictions on how benefits are used | Up to \$5,000 available prior to satisfying the elimination period, at the discretion of the claimant thereafter | Yes, as approved under the Non-Continual Services; amount available in any calendar year cannot exceed the current maximum monthly LTC Benefit | Reimbursements for home modification, durable medical equipment and caregiver training are subject to lifetime maximum amounts | Yes, up to 2× maximum monthly benefit amount |
| International benefits | 100% of the maximum monthly benefit while accelerating LTC Rider (including inflation) No international benefits under Extension of Benefits Rider | 50% of the maximum monthly benefit — available on initial benefit period and Extension of Benefits period | 100% of maximum month benefit available; applies only to care received in nursing home or assisted living facility and is limited to 36 months' worth of claims | Reimbursement option: No Indemnity option: Yes; available on ABR only (nursing home facility only, must submit monthly bills every 90 days) | Facility care only, and it will not pay Continuation of Benefits Rider for international claims |
| Terminal illness benefit | Equal to lesser of 50% of the face amount or \$250,000 | Equal to the face amount minus the terminal illness residual face amount (\$12,000 for 2-year acceleration, \$18,000 for 3-year acceleration) | One-time payment of 25–75% of the face amount, not to exceed \$250,000; if a terminal illness benefit is requested, the LTC rider will terminate | One-time payment of up to 75% of the face amount not to exceed \$250,000 | None |
| Support care services | Education, provider search, family network via third-party partner | Unknown | Education, provider search, family network via third-party partner Reimbursement claim support | Concierge care coordinated services | Reimbursement claim support |

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**To learn more about the benefits of Nationwide CareMatters II,
please visit NationwideFinancial.com/CareMatters or call us at:**



Life Insurance Solutions Center 1-800-321-6064

Nationwide Financial Network® Solutions Center 1-877-223-0795

Brokerage General Agents Solutions Center 1-888-767-7373



Nationwide CareMatters II is not intended to be a primary source of life insurance protection, so make sure life insurance needs are covered by appropriate products. Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy, and understand that life insurance, and long-term care coverage linked to life insurance, has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

Nationwide CareMatters II is a cash indemnity product that pays LTC benefits when the insured person is certified to have a qualifying condition and a need for LTC services. Bills and receipts showing actual expenses do not have to be submitted for payment of benefits once a claim has been approved. Each year, the policyowner can receive, tax free, the greater of the HIPAA per diem amount or actual LTC costs incurred. However, benefits may be taxable under certain circumstances. Taxpayers should consult with their tax and legal advisors about their specific situation.

Keep in mind that the payment of long-term care rider benefits, as an acceleration of the death benefit, will reduce both the death benefit and cash surrender values of the policy. Additionally, loans and withdrawals will also reduce both the cash values and the death benefit. Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care, as this may vary with the needs of each insured. Nationwide pays the long-term care benefit to the policyowner; there is no guarantee the policyowner will use the benefit for long-term care expenses if the policy is owned by someone other than the insured.

Individual care needs and costs will vary, and there is no guarantee that the policy will cover the entire cost of the insured's long-term care. Nationwide pays benefits to the policyowner. If the policy is owned by someone other than the insured, there is no guarantee that the policyowner will use the benefits to pay for LTC services.

The Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted (the "Index") is maintained by the U.S. Bureau of Labor Statistics. Nationwide's use of the Index is not sponsored, endorsed or promoted by the U.S. Bureau of Labor Statistics, the U.S. government, or any of its agencies. Inclusion of the Index in an insurance product is not a recommendation by the U.S. government to buy such a product. Neither the U.S. government nor the U.S. Bureau of Labor Statistics guarantees the adequacy, accuracy, timeliness or the completeness of Nationwide's use of the Index. The actual rate of inflation in long-term care costs may be different than the experience of the Index.

Approval for coverage under the policy and attached riders is subject to underwriting and may require a medical exam.

Nationwide CareMatters II may not be available in every state. Please contact Nationwide to determine product availability in your state.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. Policy guarantees and benefits are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

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

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