



# Nationwide YourLife<sup>®</sup> No-Lapse Guarantee SUL II

## September 2015 Product Update

This is a notice of upcoming changes to the Nationwide YourLife<sup>®</sup> No-Lapse Guarantee SUL II, **effective October 12, 2015.**

### Product Pricing Changes

Nationwide is committed to carefully managing our life product portfolio in order to remain a strong, stable carrier you can rely on. As a result, we will be making some price changes to our SUL II product.

Many of the price changes for SUL II are favorable as evidenced below:

- For issue ages 55–75, the no-lapse guarantee to age 120 premium decreased by 6% on average
  - For level pays, the premium decreased by 5% on average
  - For 10 pays, the premium decreased by 5% on average
  - For single pays, the premium decreased by 9% on average
  - For specified amounts between \$250,000 and \$4,999,999, the premium decreased by 8% on average

Note: Price changes will vary depending on the characteristics of your case. Please contact the Nationwide Sales Desk to discuss your particular situation.

### Important Dates and Deadlines for Price Change

#### Monday, July 13, 2015

- In order to receive new pricing, any SUL II policy in force prior to 7/13/15 can be issued a new policy in accordance with existing replacement rules.
- Applications dated and In Good Order, or policies with an issue date between 7/13/15 and 10/11/15, may be eligible to transfer to a new policy with new pricing.

#### Sunday, October 11, 2015

- This date applies to policies issued on or before Sunday, 10/11/15. Last day to receive old pricing, even if Nationwide underwriting approval is received, or policy is funded, after this date.
- Applications for the old pricing must be signed by this date. Any application signed after that date will be considered an application for new pricing.
- For 1035 money, the In Good Order 1035 paperwork must come with the application with the same date restrictions.

**Monday, October, 12, 2015**

- New pricing goes into effect on Nationwide YourLife No-Lapse Guarantee SUL II policies with issue dates of 10/12/15 or later.

**Tuesday, January 12, 2016**

- This date applies to policies issued Monday, 10/12/15 or later. For 1035 money, this is the final date policies need to be in force and funded to get old pricing.

**Exceptions**

An exception may be requested for the following:

- In 1035 instances where external funding cannot be freed up for the policy, the Nationwide underwriter, case manager and management staff will review these on a case-by-case basis for any extension to the 10/12/15 funding deadline.

**Age Restriction Liberalized**

We have lifted the age difference restriction previously in place that limited the age difference between the two insureds to be no greater than 15 years.



**Please call us if you need help. Thanks for the trust and confidence you've placed in us.**

National Sales Desk: 1-800-321-6064

Nationwide Financial Network®: 1-877-223-0795

Brokerage General Agents (BGAs): 1-888-767-7373



**Nationwide®**

Guarantees are subject to the claims-paying ability of Nationwide Insurance.

As your clients' personal situations change (e.g., marriage, birth of a child or job promotion), so will their life insurance needs. Take care to ensure this product is suitable for their long-term life insurance needs. They should weigh any associated costs before making a purchase. Life insurance has fees and charges that vary with sex, health, age and smoking status. Riders that customize a policy to fit individual needs usually carry an additional charge.

Life insurance products are underwritten by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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