

Nationwide is excited to announce the California launch of Nationwide CareMatters® II effective April 17, 2023.

CareMatters® II in California offers the same great features that make it a flexible option for clients:

- Cash indemnity LTC benefits
- 1, 5, 10-year payment scheduled, plus extended pay options (Pay to Age 65 and Pay to Age 100)
- Inflation protection options: now including 3% compound
- Section 1035 exchange flexibility
- ... and more

Please refer to the attached Transition Guidelines for additional detail regarding existing YourLife CareMatters applications and timing for new applications for CareMatters II.

The attached side-by-side document outlines the differences between the existing YourLife CareMatters product and CareMatters II.

Please feel free to reach out to Colleen Horner with any questions.



Nationwide®
is on your side



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Transition Guidelines

Nationwide CareMatters® II California

On April 17, 2023, Nationwide is introducing Nationwide CareMatters® II to the state of California. CareMatters II will offer more accessibility, a broader appeal, expanded features and more opportunities for you to help your clients. Most importantly, CareMatters II continues our tradition of paying cash indemnity long-term care benefits. That helps clients pay for their care the way they want it: in a familiar environment, be it in their own home or in their community.

Important dates and information

CareMatters II will be available in California starting on April 17, 2023. At launch, applications can be submitted using our new Porch electronic submission platform. Paper applications will also be available; these can be found on iPipeline or by contacting our sales desk.

[Click here to download the Porch submission guide.](#)

Important transition guidelines

The CareMatters II application paperwork and client personal history interview are different than those for Nationwide YourLife CareMatters®. Therefore, if you have submitted a YourLife CareMatters application to Nationwide prior to April 17, 2023, and wish to switch your client to CareMatters II, you will need to submit a new application for CareMatters II along with all necessary paperwork. A new personal history interview will also be required if one has already been completed. If a cognitive screening has been completed in the past 6 months, it can be reused provided that there are no new underwriting concerns.

Old Product: Nationwide YourLife CareMatters®
New Product: Nationwide CareMatters® II

Date	Explanation
April 17, 2023 CareMatters II applications available	CareMatters II applications can be submitted to Nationwide.
May 2, 2023 Application deadline for YourLife CareMatters	Signed applications must be received at Nationwide no later than May 2, 2023, to receive the old YourLife CareMatters product. Any existing applications for YourLife CareMatters on iPipeline not submitted prior to May 3, 2023, will no longer be accessible.
June 30, 2023 Funding deadline for YourLife CareMatters	Applications received by May 2, 2023, must be in force and funded by June 30, 2023, to receive the old YourLife CareMatters product.

YourLife CareMatters and CareMatters II cannot be backdated.

Please call us if you have any questions or need assistance. We appreciate your business and are glad to help.



Life Insurance Solutions Center:
Brokerage General Agents Solutions Center:

1-800-321-6064
1-888-767-7373

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

This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

Guarantees are subject to the claims-paying ability of the issuing insurer. Products are issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side, Nationwide YourLife CareMatters, Nationwide CareMatters and CareMatters are service marks of Nationwide Mutual Insurance Company. © 2023 Nationwide

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FLN-0243AO (03/23)



CareMatters II California specific features

This table outlines the key similarities and differences between CareMatters II in most states versus CareMatters II in California. Most key features are the same, including cash indemnity long-term care benefits.

Product differences are indicated in **bold red typeface**.

Feature/ Benefit	CareMatters II (Compact states)	CareMatters II (California)
Indemnity / Reimbursement	Cash indemnity	Cash indemnity
Issue Ages	Ages 30-75 Age last birthday used to determine the issue age of an applicant No backdating to save age	Ages 30-75 Age last birthday used to determine the issue age of an applicant No backdating to save age
Benefit Durations	2 Year (2 Year LTC Rider) 3 Year (2 Year LTC Rider + 1 Year LTCEB) 4 Year (2 Year LTC Rider + 2 Year LTCEB) 5 Year (2 Year LTC Rider + 3 Year LTCEB) 6 Year (2 Year LTC Rider + 4 Year LTCEB) 7 Year (2 Year LTC Rider + 5 Year LTCEB)	2 Year (2 Year LTC Rider) 3 Year (2 Year LTC Rider + 1 Year LTCEB) 4 Year (2 Year LTC Rider + 2 Year LTCEB) 5 Year (2 Year LTC Rider + 3 Year LTCEB) 6 Year (2 Year LTC Rider + 4 Year LTCEB) 7 Year (2 Year LTC Rider + 5 Year LTCEB)
How Benefits Are Paid	<u>LTC Benefit</u> The insured is eligible to receive the Maximum Monthly LTC Benefit while on claim. While the insured is on claim, benefits will continue to be paid until the Total LTC Benefit has been exhausted. <u>Death Benefit</u> The death benefit is paid at the death of the insured	<u>LTC Benefit</u> The insured is eligible to receive the Maximum Monthly LTC Benefit while on claim. While the insured is on claim, benefits will continue to be paid until the Total LTC Benefit has been exhausted. <u>Death Benefit</u> The death benefit is paid at the death of the insured
Underwriting Classes	Nontobacco Couple Nontobacco Tobacco Couple Tobacco	Nontobacco Couple Nontobacco Tobacco Couple Tobacco
Underwriting Requirements	Teleinterview APS for cause	Teleinterview APS for cause
Payment Options	Single Pay Multipay: 5, 10, Pay to 65, pay to age 100	Single Pay Multipay: 5, 10, Pay to 65, pay to age 100

Feature/ Benefit	CareMatters II (Compact states)	CareMatters II (California)
Premium Categories Separately Identifiable Premiums	Premium will be divided into four categories; The LTC premiums will be reported separately for each insured. Life Insurance Premium LTC Rider Premium LTCEB Premium LTC Inflation Rider Premium	Premium will be divided into four categories; The LTC premiums will be reported separately for each insured Life Insurance Premium LTC Rider Premium LTCEB Premium LTC Inflation Rider Premium
Refund of Premium options	<ol style="list-style-type: none"> 1. One Time Step Up 2. Vested 3. Minimum ROP with maximum LTC Benefit 	<ol style="list-style-type: none"> 1. One Time Step Up 2. Vested 3. Minimum ROP with maximum LTC Benefit
Residual Death Benefit	20%	20%
Unlicensed Informal Caregiver	LTC benefits can be used without restriction from Nationwide — including paying family members or less expensive unlicensed caregivers — as long as receiving informal care is appropriate and outlined in the Plan of Care prepared by a U.S.-licensed health care practitioner.	LTC benefits can be used without restriction from Nationwide — including paying family members or less expensive unlicensed caregivers — as long as receiving informal care is appropriate and outlined in the Plan of Care prepared by a U.S.-licensed health care practitioner.
Elimination Period	90 Calendar Days No LTC benefits are payable during the elimination period; however, LTC benefits will be paid retroactively. Once the elimination period is satisfied, benefits for the first 90 days will be paid along with benefits for the fourth month. The elimination period needs to be met only once in a lifetime.	90 Calendar Days No LTC benefits are payable during the elimination period; however, LTC benefits will be paid retroactively. Once the elimination period is satisfied, benefits for the first 90 days will be paid along with benefits for the fourth month. The elimination period needs to be met only once in a lifetime.
Inflation Options	If elected, a separate monthly benefit is provided based on the monthly maximum LTC Rider benefit amount. The monthly benefit amount will increase whether or not claims are being paid. LTC Fixed Rate Inflation Protection Rider <ul style="list-style-type: none"> • 3% simple interest • 3% compound interest • 5% compound interest LTC Indexed Rate Inflation Protection Rider <ul style="list-style-type: none"> • USMCI 	If elected, a separate monthly benefit is provided based on the monthly maximum LTC Rider benefit amount. The monthly benefit amount will increase whether or not claims are being paid. LTC Fixed Rate Inflation Protection Rider <ul style="list-style-type: none"> • 3% simple interest • 3% compound interest • 5% compound interest

Feature/ Benefit	CareMatters II (Compact states)	CareMatters II (California)
International Benefits	<p>100% of the maximum monthly benefit amount from the LTC Acceleration Rider and 100% of any LTC Inflation Protection Rider benefit while benefits are paid under the LTC Acceleration Rider.</p> <p>No international benefits will be paid from the Extension of Benefits (LTCEB) Rider.</p> <p>This is available while the insured is living outside of the U.S.; no international benefits are available under the LTCEB Rider or any LTC Inflation Protection Rider benefit associated with it.</p> <p>Extension of benefits availability will resume if the insured returns to the U.S. and the maximum lifetime benefit amount is not exhausted</p>	<p>100% of the maximum monthly benefit amount from the LTC Acceleration Rider and 100% of any LTC Inflation Protection Rider benefit while benefits are paid under the LTC Acceleration Rider.</p> <p>No international benefits will be paid from the Extension of Benefits (LTCEB) Rider.</p> <p>This is available while the insured is living outside of the U.S.; no international benefits are available under the LTCEB Rider or any LTC Inflation Protection Rider benefit associated with it.</p> <p>Extension of benefits availability will resume if the insured returns to the U.S. and the maximum lifetime benefit amount is not exhausted</p>
Minimum Specified Amount	\$60,000 (\$2,500 monthly LTC)	\$60,000 (\$2,500 monthly LTC)
Maximum Specified Amount	\$500,000	\$500,000
Terminal Illness Benefit	Equal to lesser of 50% of the face amount or \$250,000	Equal to lesser of 50% of the face amount or \$250,000
Guaranteed Reduced Paid-Up Benefit (in the event that premiums stop)	Yes	Yes
1035/Lump Sum flexibility	Yes	Yes
Death Benefit Option	Only DBO 1 available	Only DBO 1 available
Waiver of LTC premium	Pay to 100 only - LTC premium will be waived while LTC benefits are being paid. While LTC premium is being waived, Life Insurance premium must continue to be paid or the policy will be converted to Reduced Paid-Up status.	Pay to 100 only - LTC premium will be waived while LTC benefits are being paid. While LTC premium is being waived, Life Insurance premium must continue to be paid or the policy will be converted to Reduced Paid-Up status.

Feature/ Benefit	CareMatters II (Compact states)	CareMatters II (California)
Qualification for benefits	To qualify for benefits, the insured must be certified by a U.S.-licensed health care practitioner to have a severe cognitive impairment or not be able to perform two of six activities of daily living for at least 90 days. A Plan of Care prepared by a U.S. licensed health care practitioner must also be provided. The 90-calendar day elimination period must be met. The LTC claim must be recertified at least every 12 months. This means a U.S.-licensed health care practitioner must recertify the insured's qualifications for claim and submit an updated Plan of Care.	To qualify for benefits, the insured must be certified by a U.S.-licensed health care practitioner to have a severe cognitive impairment or not be able to perform two of six activities of daily living for at least 90 days. A Plan of Care prepared by a U.S. licensed health care practitioner must also be provided. The 90-calendar day elimination period must be met. The LTC claim must be recertified at least every 12 months. This means a U.S.-licensed health care practitioner must recertify the insured's qualifications for claim and submit an updated Plan of Care.
Surrender Charges	10-year Surrender Charge period Year 1 - 8% Year 2 - 7.5% Year 3 - 7% Year 4 - 6.5% Year 5 - 6% Year 6 - 5.5% Year 7 - 5% Year 8 - 4% Year 9 - 3% Year 10 - 2% Year 11 - 0%	10-year Surrender Charge period Year 1 - 8% Year 2 - 7.5% Year 3 - 7% Year 4 - 6.5% Year 5 - 6% Year 6 - 5.5% Year 7 - 5% Year 8 - 4% Year 9 - 3% Year 10 - 2% Year 11 - 0%
Critical Illness Rider	Yes	No
Loans/withdraw allowed while on claim?	No	Yes
Can inflation be stopped?	No	Yes, the customer can request the inflation growth to be stopped
LTC Extension of Benefit increase	No	The customer has the option to increase the LTCEB Specified Benefit Period, subject to underwriting and more premium. The Specified Amount and monthly LTC Benefits cannot be increased.

Contact us to learn more.

Life Insurance Solutions Center:

1-800-321-6064

Brokerage General Agents Solutions Center:

1-888-767-7373



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When choosing a product, make sure that life insurance and long-term care insurance needs are met. 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.

Benefits under the LTC Rider are an advance payment of the policy's death benefit while the insured is still living. Accelerating the death benefit, along with loans and withdrawals, reduces both the death benefit and cash surrender value of the policy. Care should be taken to make sure that life insurance needs continue to be met even if the entire death benefit is accelerated or if money is taken from the policy.

Individual care needs and costs will vary, and there is no guarantee the policy will cover the entire cost of the insured's LTC. 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.

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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FLM-1593CA (03/23)