



# The top reasons to consider the Nationwide® Long-Term Care Rider II

Most people (80% in our research) would prefer to receive home-based care if they need long-term care (LTC).<sup>1</sup> For clients with a life insurance need who could also benefit from LTC planning, consider a Nationwide® life insurance policy with the Long-Term Care Rider II. The rider's cash indemnity design and flexible features can help your clients plan for LTC expenses now and maintain control later on.

# 1

## A benefit designed to keep them in control

The Long-Term Care Rider II offers clients a cash indemnity benefit.

- Tax-free payments are made directly to the policyowner each month for the full benefit amount<sup>2</sup>
- No monthly bills or receipts need to be submitted after the claim is approved, and no proof of billable services is required
- Leftover benefits not needed for care may be used for other purposes, such as home safety and accessibility improvements, housekeeping, lawn care or prescriptions

# 2

## A tax-efficient solution for affluent clients

Our cash indemnity LTC benefits allow for a life insurance policy with the Long-Term Care Rider II to be placed into an irrevocable life insurance trust (ILIT). The proper use of this concept can help provide a more tax-efficient transfer of wealth for affluent clients. Please keep in mind that Nationwide and its representatives do not give legal or tax advice, so clients should consult with their tax advisors for answers to their specific questions.

# 3

## Choice of coverage amounts

Your clients can select the total amount of LTC coverage, called the LTC specified amount, when applying.

- It can be as much as 100% of the policy's total specified amount, as little as 10% of the total specified amount or anything in between
- In New York, the policy's total specified amount and the Long-Term Care Rider II specified amount must be equal<sup>3</sup>

# 4

## LTC benefits can be used to pay informal caregivers

As long as the plan of care prepared by a U.S.-licensed health care practitioner states that informal care is appropriate, benefits can be used to pay a family member or anyone else for care.

The policyowner can spend the LTC benefit with no restrictions from Nationwide.

<sup>1</sup> "The Nationwide Retirement Institute® 2021 Long-Term Care Consumer Survey," conducted by The Harris Poll on behalf of the Nationwide Retirement Institute (November 2021).

<sup>2</sup> If LTC expenses exceed the HIPAA daily rate and the LTC benefit amount received is no more than the cost of LTC expenses, the benefits are tax free. Only the portion of LTC benefits that exceeds the greater of LTC expenses or the HIPAA per diem is taxable.

<sup>3</sup> In New York, the rider is referred to as the "Acceleration of Life Insurance Death Benefit for Qualified Long-Term Care Rider."

# 5

## A wide range of underwriting classes

Clients don't have to be in perfect health to qualify for the rider. It's available on underwriting risk classes from Preferred Nontobacco to Table E.

# 6

## Protection from policy lapse

The Long-Term Care Rider II offers clients a policy lapse protection provision. While they're receiving LTC benefits, monthly deductions will continue to be taken from the policy's cash value. However, if the cash value becomes insufficient to cover monthly deductions during this time, the policy will not lapse and monthly deductions will be waived for as long as the insured is receiving LTC benefits.

# 7

## A value-added benefit for both potential and existing clients

The Long-Term Care Rider II is available at issue. It can also be added to most existing policies with evidence of insurability.



Visit [Nationwide.com/LTC](https://www.nationwide.com/LTC) to experience the interactive Long-Term Care Basics site and to learn how it can get your clients talking about LTC. As always, feel free to contact us with any questions you may have at:

Life Insurance Solutions Center

1-800-321-6064

Brokerage General Agents Solutions Center

1-888-767-7373



**Nationwide**<sup>®</sup>  
is on your side

• 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.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy, and understand that life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

Keep in mind that, as an acceleration of the death benefit, the Long-Term Care Rider II payout will reduce both the death benefit and cash surrender value. Make sure life insurance needs will still be met, even if the rider pays out in full. Costs for long-term care vary by person, and there is no guarantee the rider will cover all long-term care costs. Nationwide pays long-term care benefits to the policyowner. If the insured is not the policyowner, there is no guarantee benefits will be used to pay for long-term care. The Long-Term Care Rider II has an additional charge associated with it. A life insurance purchase should be based on the life policy and not optional riders or features. The cost of a rider may exceed the actual benefit paid under the rider.

The Long-Term Care Rider II is not available in all states. In states where it is not yet approved, our original Long-Term Care Rider is available.

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

Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. © 2024 Nationwide

FOR FINANCIAL PROFESSIONAL USE — NOT FOR DISTRIBUTION TO THE PUBLIC

LAM-2098AO.6 (03/24)