

Better together: spousal opportunities | Conversation starter

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## Two layers of guarantees for you and your spouse from Nationwide

As you and your spouse enter retirement, you may have concerns about how you will provide for each other in the future. Nationwide Advisory Retirement Income Annuity<sup>®</sup> (NARIA<sup>®</sup>) offers two features designed specifically to help address these concerns.



## NARIA options worth considering:

## Our Spousal Protection Death Benefit Feature offers flexibility.

Both spouses can be named as co-annuitants and primary beneficiaries — even on IRAs.

# Our Joint Option offers guaranteed lifetime income.

Married clients can ensure that their surviving spouses receive uninterrupted income at the same level.

# Some things are better together.

When paired, these features offer a multi-layered approach for married clients to protect their financial futures.

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



The combination of our Spousal Protection Death Benefit Feature and our Joint Option<sup>1</sup> for lifetime income can help you and your spouse plan for what's to come.

## Things to keep in mind

## What is a variable annuity?

A variable annuity is a contract you buy from an insurance company to help you accumulate assets for retirement. It's called "variable" because its value will fluctuate based on the performance of the underlying investment options you and your financial professional select.

## All the guarantees and protections of variable annuities and riders are based on contract terms and are subject to the financial strength and claims-paying ability of Nationwide.

These guarantees don't apply to any variable accounts, which are subject to investment risk (including the possible loss of your principal).

#### An optional rider can help

Variable annuities may offer optional benefits, called riders, for an additional cost. Riders let you add the features most important to you. Lifetime income can also be achieved through annuitization for no additional cost.

#### You get what you pay for

Because of the unique features you select for your annuity, the fees and charges will vary. They may include mortality and expense risk fees, administrative fees, contract fees and the expense of your investment options.

### More important information

Variable annuities do have some limitations. Because they're designed for long-term investing, you may be charged penalties if you take your money out early. And if you take withdrawals before age 59½, you may have to pay a 10% early withdrawal federal tax penalty in addition to ordinary income taxes.

Withdrawals may be subject to ordinary income taxes. They may trigger early surrender charges and reduce your death benefit and contract value.



# Guaranteed death benefit to cover both of you

NARIA offers our Spousal Protection Death Benefit Feature as a part of the Return of Premium Death Benefit (available for an additional cost). This feature allows the guaranteed death benefit to cover **both spouses**, regardless of who passes away first — even on IRAs. **Nationwide is the only provider that offers this option on IRAs**.<sup>2</sup> Below, we provide details about how this feature works.

## The difference between owners and annuitants

Annuity contracts have an owner and an annuitant. The owner has the authority to make changes to the contract, and the annuitant is the person who is used when determining the annuity benefits such as an income payout or death benefit. The owner and the annuitant are often the same person. Most annuities pay a death benefit when the owner passes away, but **the death benefit is paid when the annuitant passes away, meaning our annuities are annuitant-driven.** This distinction becomes important when working with IRAs.

## How spousal protection is unique at Nationwide

IRAs can have only one owner, and other annuities pay the death benefit only when the owner passes away. Because our annuities are annuitant-driven, they have more flexibility.

IRAs can have co-annuitants, and with NARIA's spousal protection, an owner and their spouse can be named co-annuitants as well as co-beneficiaries. As a result, the death benefit goes to the surviving spouse, no matter which spouses passes away first. **We're the only provider who offers this on IRAs.** 

~ or ~

With spousal protection, the surviving spouse has the flexibility to:

Continue the contract as the owner at the higher of the death benefit or market value

Take a lump-sum distribution at the higher of the death benefit or market value

## Let's look at an example

## Lisa and John

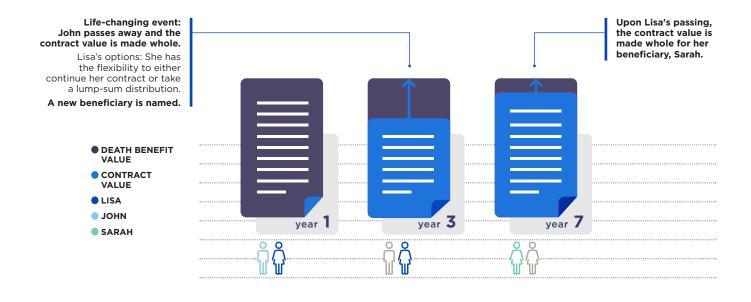
**Contract:** Lisa purchases a Nationwide Advisory Retirement Income Annuity\*

Owner/annuitant: Lisa

Co-annuitant: John

Beneficiary: Lisa and John

**Death benefit:** Return of Premium Death Benefit with the Spousal Protection Death Benefit Feature



This example is hypothetical. It does not reflect the performance of any investment. If the owner takes a withdrawal, the death benefit and contract value will be reduced. This hypothetical example also assumes no withdrawals were taken from the contract.

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

# Guaranteed lifetime income for both of you

When you add a Nationwide living benefit rider to Nationwide Advisory Retirement Income Annuity<sup>®</sup>, you may receive guaranteed lifetime income. When the Joint Option is also elected, the guaranteed lifetime withdrawals will continue to be paid for the life of the surviving spouse, uninterrupted and at the same amount.

All guarantees are subject to the claims-paying ability of the issuer and are subject to contract rules and limitations.

With a living benefit rider, there are no limits to the number of years you and your spouse can receive income. Even if the contract value falls to zero, lifetime income payments will continue at the same level.

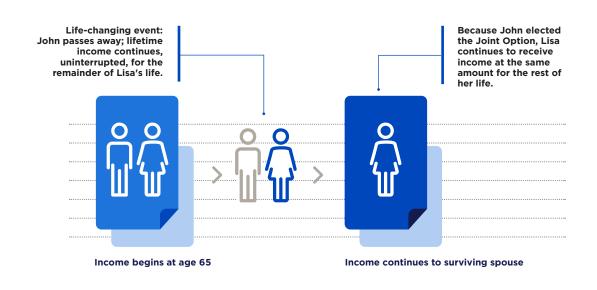


## Let's look at another example

## John and Lisa

**Contract:** John purchases NARIA with a living benefit rider and elects the Joint Option

## Owner/annuitant: John Co-annuitant: Lisa



Optional living benefit riders are available for an additional cost.

Please note that distributions reduce the contract value and the death benefit. Excess and non-lifetime withdrawals negatively impact lifetime withdrawals.

## About Nationwide

Nationwide is committed to protecting people, businesses and futures with extraordinary care. We work in partnership with financial professionals to deliver innovative solutions designed to help you reach your goals and protect what matters most to you during every phase of your financial life.



Want more information? Talk to your Financial Professional



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.

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