



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



Nationwide<sup>®</sup> Advisory Variable Universal Life

# A flexible plan for tomorrow

ICC21-VLM-0982AO

NATIONWIDE LIFE AND ANNUITY INSURANCE COMPANY



# Tomorrow starts today

As the world continues to change, you are increasingly responsible for your own financial future. Now more than ever, you may want to take steps to protect it and plan for future income needs.

That's why we created Nationwide® Advisory Variable Universal Life (VUL). It offers **flexible premiums**, death benefit protection, no surrender charge and investment opportunities for the potential to grow cash value that can be easily managed by your investment advisor.

The product has a guaranteed level premium to keep the protection in force for the guaranteed duration of your choosing. This is known as the Protection Premium. Money can be contributed above the protection premium and be invested in a wide array of subaccounts and indexed interest strategies, and it is completely liquid.<sup>1</sup>

## DEFINITIONS

### **Flexible premiums**

The ability to change the timing, amount and frequency of contributions to your life insurance policy in order to best align with your changing financial needs and circumstances.

## Life insurance considerations

Be sure to choose a product that keeps up with your long-term life insurance needs, as well as changes in your personal situation — for example, marriage, birth of a child or retirement. Consider your objectives, time horizon and risk tolerance, as well as any associated costs, before investing.

Investing involves market risk, including the possible loss of the money you've invested. Variable products allow you to choose the amount of life insurance protection that's right for you that has an additional cost associated with it. If you don't pay enough premium into the policy, there is the possibility it may lapse. Variable life insurance has fees and charges that include underlying investment option expenses and costs that vary based on sex, health, age and tobacco use.

<sup>1</sup> The dollars invested above the protection premium are subject to market volatility.

# Contents

Find your financial balance .....	5
A single solution, a variety of benefits .....	6
Customize your policy with optional riders .....	13
Long-term care planning resources .....	14
Nationwide Advisory VUL details .....	15
Why Nationwide? .....	18
Your next steps .....	19

## Important details to keep in mind

The information regarding access to cash value assumes the contract qualifies as life insurance under Internal Revenue Code (IRC) Section 7702. Most distributions are taxed on a first-in/first-out basis as long as the contract remains in force and meets the non-MEC (modified endowment contract) definitions of IRC Section 7702A. But if it is a MEC, then any distributions you take from your policy will generally be taxable and subject to a 10% tax penalty if you're age 59½ or younger. If you choose to take loans or partial surrenders, the cash value and the death benefit payable to your beneficiaries may be reduced.

# Find your financial balance

You've taken steps to plan for your financial future, yet you may still be looking to grow your investments and prepare for the unexpected in a tax-efficient way.

Nationwide Advisory VUL is specifically designed to offer the protection of life insurance with cash value growth potential for future income needs that can be managed easily through your investment advisor.

Nationwide Advisory VUL is a life insurance product with an option to allocate additional contributions into variable investment options tied to the stock market, as well as indexed interest options. It offers death benefit protection, plus cash value growth potential to supplement your income in the future — for retirement or any other need you may have.

**Variable** universal life insurance can offer your family members income tax-free **death benefit** proceeds if something were to happen to you — and in some cases, estate tax-free proceeds, if properly structured.<sup>2</sup> It also offers benefits you can access during your lifetime. If you're comfortable with market fluctuations, this type of policy may be for you.

## DEFINITIONS

### **Variable**

A rate of return that fluctuates with the variable investment options you choose, rather than remaining a fixed rate like some other types of life insurance.

### **Death benefit**

The money, typically income tax-free, that your family or other beneficiaries receive from your life insurance policy upon your death.

<sup>2</sup> Check with your legal or tax advisor about specific tax questions. Nationwide and its representatives do not give legal or tax advice.

# A single solution, a variety of benefits

Nationwide Advisory VUL offers tax advantages that can lower the income taxes you pay in retirement and allows your investment advisor to manage your subaccounts without any income tax consequences. Other benefits of the Nationwide Advisory VUL include:

## **Affordable guaranteed protection period**

You can choose the amount of time you would like the death benefit to be guaranteed (known as the protection period). The protection premium is level and guaranteed not to change. It is also separate from the rest of the investment.

## **The ability to invest more money**

Because the protection premium is separate from the investment and there are fewer charges than a typical life insurance policy,<sup>3</sup> more money is able to go directly into the subaccounts and indexed interest strategies. This helps provide you with more potential for cash value growth.

## **May help with future income needs**

You have the opportunity to build cash value that you can access for income via policy loans and withdrawals, with no penalties or restrictions on access based on age.<sup>4</sup> This can help build tax-free retirement income with no age requirements.

## **No penalty for canceling**

If you ever decide to cancel your life insurance policy, your cash value is 100% liquid. No surrender charges are passed on to you.

## **Investment options that meet your risk tolerance**

We can match your investing style, regardless of what it may be, including both variable and indexed interest strategies.

## **Aids in legacy and estate planning**

Quickly and easily transfer wealth to loved ones or to charitable organizations without going through a probate (i.e., court) process. Please consult a legal professional to help structure a policy for charity.

## **Help with long-term care planning**

Prepare for potential long-term care expenses in your later years with the Long-Term Care Rider II.<sup>5</sup>

## **Help with unexpected expenses**

Living Access Benefit features provide a way for you to request a portion of your death benefit when you have a qualified chronic, critical or terminal illness.

### DEFINITIONS

#### **Legacy or estate**

The assets left by a person after death.

#### **Indexed interest strategies**

Indexed interest options that use the performance of one or more underlying stock indexes such as the S&P 500® to determine the interest rate for the strategy.

<sup>3</sup> There is no sales charge, commission charge or administrative fee charged to the client when making contributions to the product. There is a pass-through of state premium tax for funds contributed above the Protection Premium.

<sup>4</sup> Loans and withdrawals may affect the death benefit, and additional premiums may be required to keep the policy in force.

<sup>5</sup> Riders usually have additional charges, may be known by different names in different states and may not be available in all states.

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## The many other advantages of Nationwide Advisory VUL

Because it is life insurance, Nationwide Advisory VUL offers many benefits to help meet your needs for potential tax-advantaged cash value growth:

### Tax advantages

- Income tax-free death benefits for your beneficiaries
- Tax-deferred cash value accumulation
- Income tax-free loans and withdrawals<sup>6</sup>
- Tax-free exchanges between investment options
- No federal tax penalty for early withdrawal before age 59½<sup>7</sup>

### Other advantages

- No contribution limits such as 401(k)s or IRAs if the policy qualifies as life insurance (subject to underwriting limits)
- No required minimum distributions

### Options to customize and manage your policy

- **Riders** to customize your policy to fit your needs<sup>8</sup>
- Convenient services, such as policy information available online to help you manage your policy

#### DEFINITIONS

##### Riders

Additional benefits that can be added for an additional cost to help customize the policy to meet your specific needs.

<sup>6</sup> Loans may be tax free if Internal Revenue Code 7702 requirements are met. Loans and withdrawals may affect the death benefit, and additional premiums may be required to keep the policy in force.

<sup>7</sup> This assumes the policy is not a modified endowment contract (MEC). Check with your legal or tax advisor about specific questions; Nationwide and its representatives do not give legal or tax advice.

<sup>8</sup> The availability of riders varies by state, and they may be known by other names and may include additional charges.

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## High-quality, cost-effective investment options

With Nationwide Advisory VUL, you can choose from a wide variety of **variable investment options**, including:

- Low-cost funds<sup>9</sup>
- Actively managed funds
- Indexed interest options that help provide downside protection

**Some of the brand-name money managers we offer include:**



Our dedicated investment analyst team screens and monitors the investment options so you can feel confident in your choices. You can select multiple variable investment options and change them at any time to tailor the policy to your needs. Like any variable investment, performance is not guaranteed.<sup>10</sup>

*The underlying variable investment options are not publicly traded mutual funds and are not available directly for purchase by the general public. They are available only through variable life insurance policies issued by the life insurance company.*

### Indexed interest options with guarantees

We also offer indexed interest strategies<sup>11</sup> that allow for growth potential without your money actually being in the market like the variable investment options. The interest rate applied to the funds in the indexed interest strategies is based on the performance of one or more of the following stock indexes: the S&P 500®, the Nasdaq-100® or the Dow Jones Industrial Average®. Several factors are used to calculate the interest rate to be applied. The cap rate sets an upper limit on the interest rate applied, and the participation rate determines how much of the index performance can be applied. The floor rate is a guaranteed minimum interest rate that protects you from loss, regardless of what happens in the market.

<sup>9</sup> These funds may be subject to additional subaccount fees.

<sup>10</sup> Keep in mind that the use of diversification and asset allocation as part of an overall investment strategy does not guarantee to make a profit or avoid loss in a declining market. Investment options offered in the Nationwide Advisory VUL are subject to change.

<sup>11</sup> A charge may apply at the time the premium is added to the indexed interest strategies. See the policy for details.



# How Nationwide Advisory VUL works

With Nationwide Advisory VUL, a level recurring protection premium is paid in order to keep the desired amount of life insurance protection in force during the protection period. As long as the protection premium is paid, the life insurance protection is guaranteed to continue.

Amounts contributed to Nationwide Advisory VUL above the protection premium can be invested into the various subaccounts or indexed interest strategies and managed by your investment advisor. This gives you the flexibility to decide when and how much to contribute to your Nationwide Advisory VUL policy each year.

## DEFINITIONS

### Variable investment options

Also called subaccounts. A variety of separate investments are available within the policy. Performance of the variable investment options is not guaranteed. For a complete list of current fund partners, investment options and performance history, please consult your investment advisor.

In addition, monies invested in your Nationwide Advisory VUL subaccounts or indexed interest strategies are completely liquid, meaning you can potentially withdraw the full amount of your account values, with no surrender charges at any time.



## Case study

Matt works with his investment advisor to select variable investment options within his Nationwide Advisory VUL policy that align with his goals, risk tolerance and fund manager preferences. He selects four variable investment options and decides to invest an equal percentage of his premiums in each. At any time, his investment advisor can change his selection and the percentage of premium invested in each. Every three months, he receives a statement that shows the performance of all the investment options he has selected.



## Flexible protection periods to meet your needs

One thing that makes Nationwide Advisory VUL flexible is the protection period. The protection period is selected by you and provides a level amount of life insurance coverage for the chosen period of time, ranging from 5 to 42 years, depending upon the age of the insured when the policy was issued. Please see the table below.

When the protection period is over, your policy can continue in force; however, if you like, you can reduce the amount of life insurance coverage in order to keep costs down. This flexible policy design provides you with significant life insurance protection during your working years, the potential for greater tax-free income during your retirement years and is an efficient use of premium dollars.

The protection premium is allocated into the fixed account to pay for the guaranteed death benefit. If there is not enough premium in the fixed account, then the costs can be pulled from the cash value inside of the subaccounts. This means you don't necessarily have to make payments during the entire protection period.

As long as there is enough money in the fixed account or subaccounts to cover the cost, the policy will remain in force.

Initial protection period	Available issue ages
To Age 60	18-50
To Age 65	35-55
To Age 70	40-64
5 Years	65-80



# Case study

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Pete is a 45-year-old male, has a \$1.65 million life insurance protection need and would like to take advantage of potential market growth with mutual funds and stocks.

Pete's financial professional recommends the Nationwide Advisory VUL for his insurance protection while explaining he can pay additional money above the life insurance premium to invest into separate investment accounts. The cash value of these accounts also has the opportunity to grow based on the many tax benefits associated with the policy.

Pete would like to withdraw \$100,000 of after-tax income from age 65 to 100, so he plans for a yearly investment contribution of \$28,000 for 20 years.

Pete's yearly protection premium is guaranteed at just \$2,750.

Pete's additional money is invested in a broad array of variable investment options managed by his investment advisor. In addition:

- As the value of his account grows, it can be exchanged tax free between investment options
- If something happens to Pete, the insurance is paid out income tax free
- The investment portion is 100% liquid
- An investment advisory fee for managing Pete's money is deducted from other investments; he also has the ability to deduct these fees directly from the policy, if he chooses

Over the next 20 years, Pete invests a total of \$560,000, but his investment funds grow to \$1.3 million. Pete withdraws \$100,000 of tax-free income over the next 25 years, which equals a total of \$2.5 million in tax-free distributions. This saves him over \$1 million in taxes, if he were to invest this in a standard brokerage account.

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This is a hypothetical example meant to illustrate how Nationwide Advisory VUL works. It is not meant to represent all people in all situations. Actual results may vary. Keep in mind that exact dollar amounts will vary based on several different factors, including how much coverage is selected. This example assumes an 8% gross sub-account performance. Pete could have lost money had the contract performed negatively. It also assumes a 0.35% low-cost sub-account fee, a 15% tax rate during accumulation and a 30% tax rate on distributions. All other current charges are taken to account in this example.



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## Customize with riders<sup>12</sup>

### **Accelerated Death Benefit for Terminal Illness**

This rider allows you to receive some of the death benefit early in the case of a terminal illness.

### **Long-Term Care Rider II**

This rider accelerates your death benefit to help pay for long-term care expenses (see Page 14 for specific details).

### **Chronic Illness Benefit**

Allows you to request a portion of your death benefit early if diagnosed with a permanent chronic illness.

### **Critical Illness Benefit**

Allows you to request a portion of your death benefit early if diagnosed with a critical illness such as a heart attack or cancer.

### **Overloan Lapse Protection II**

When invoked, this rider creates a reduced paid-up death benefit and locks in the clients tax preferred status. This helps keep heavily loaned policy from lapsing and incurring a taxable event.

<sup>12</sup> Riders that customize a policy to fit individual needs usually carry an additional charge. The availability of riders varies by state, and they may be known by other names. Limitations and exclusions apply to our riders, and eligibility requirements must be met to qualify for rider benefits. Please see the contract or product prospectus, or ask your financial professional for details. Keep in mind that, as an acceleration of the death benefit, exercising the Chronic Illness Rider, the Critical Illness Rider or the Terminal Illness Rider payout will reduce both the death benefit and cash value by an amount greater than one dollar for every dollar paid. Make sure life insurance needs will still be met, even if the rider pays out in full. Though riders that customize a policy to fit individual needs usually carry an additional charge, neither the Chronic Illness Rider, the Critical Illness Rider, the Terminal Illness Rider, nor the Overloan Lapse Protection II Rider have an initial cost or upfront monthly charge when included in the policy; however, a cost is incurred if and when the rider is exercised, and policy cash values, death benefits and other policy values are reduced. A life insurance purchase should be based on the life policy and not solely on riders or features. The Chronic Illness, Critical Illness or Terminal Illness Benefit paid will be reduced to pay due and unpaid premium or charges. Additionally, a pro rata portion of the payment will be applied as a policy loan payment if there is any outstanding indebtedness.

# Long-term care planning resources

## Long-Term Care Rider II plus the Nationwide Care Guide Network®

There's a good chance that you will need some long-term care services in your lifetime, and the Nationwide Long-Term Care (LTC) Rider II can help you plan to reduce the potential impact of related expenses on your family members and finances.<sup>13</sup>

This rider allows you to access the death benefit of your policy to cover long-term care expenses if you become chronically ill or cognitively impaired. Because this rider is a cash indemnity benefit, it gives you the flexibility to use the money as you see fit. That means you may use your benefit to pay for licensed professionals or pay less expensive informal caregivers or family members to provide your care. Whatever your unique needs, you can choose a type of care that is familiar and comfortable for you.

### Once your claim is approved, our Nationwide LTC Rider II gives you the opportunity to:

- Receive care at home in a familiar setting with those you know, including care from your immediate family members
- Choose licensed, facility or customized care choices such as adult care for the elderly
- Use your monthly cash benefit without policy restrictions and without the need to submit monthly bills or receipts once the claim is established (bills and receipts are required to establish a claim)
- Have 100% of your monthly cash benefit available
- Help protect assets and income sources from depletion
- Receive care outside of the U.S. and still access 100% of your available monthly long-term care benefit<sup>14</sup>
- Pass on a legacy to your beneficiaries if you don't need the funds for long-term care

The Nationwide Care Guide Network is a long-term care resource referral service for policyowners who have purchased the Nationwide LTC Rider II and their immediate family members — for things such as household services, home care or relocation services. The Nationwide Care Guide Network offers provider referrals in your geographic area based on your needs.<sup>15</sup>

<sup>13</sup> If the Long-Term Care Rider II is selected, the Chronic Illness Rider is not available.

<sup>14</sup> The insured is not required to return to the United States for certification if they are receiving qualified long-term care services outside of the United States, its territories or possessions. However, the licensed health care practitioner providing the certification must be licensed to practice in the United States, its territories or possessions, and operating within the scope of his or her license.

<sup>15</sup> The company that currently provides professional consultation services through the Nationwide Care Guide Network is a member of the Aging Life Care Association. This service provider is not affiliated with Nationwide Life and Annuity Insurance Company or its subsidiaries. The service provider and the Nationwide Care Guide Network may be changed or discontinued at any time.

# Nationwide Advisory VUL details

## Your Investment Professional is in charge

In addition to the support you will receive from your investment advisor, we know it still may be important for you to be in control of your finances, so we offer a comprehensive set of services to help at no additional charge. These resources can help you access and understand information about your Nationwide Advisory VUL policy throughout the life of the contract.



**Get the most out of your premiums**



**Automate your policy to work on your behalf**



**Keep an eye on your performance**



## GET THE MOST OUT OF YOUR PREMIUMS

### Dollar cost averaging

Dollar cost averaging (DCA) is a strategy of purchasing investments in fixed dollar amounts at scheduled intervals, rather than all at once, with the goal of lowering the average cost per share over time.<sup>16</sup>

### Asset rebalancing

This tool automatically reallocates the cash value in your selected variable investment options to match the investment mix you originally selected. For example, if you originally invested 50% in option A and 50% in option B, over time, the balance may change if the options grow at a different rate. Rebalancing simply restores the assets in these two options to 50% in each.<sup>17</sup>

### Directed monthly deduction

This option allows monthly cost of insurance charges to be deducted from any of the subaccount underlying mutual funds instead of all investment options to help maximize the opportunity for growth potential.

<sup>16</sup> Only transfers from the policy's money market accounts are available with dollar cost averaging.

<sup>17</sup> Dollar cost averaging and asset rebalancing do not guarantee to make a profit or avoid loss in a declining market.



## AUTOMATE YOUR POLICY TO WORK ON YOUR BEHALF

### Automated Income Monitor

If you plan to tap your policy for income, this service makes it easy to set up an income stream by selecting the dollar amount to take from your policy or how long you want the income to last, then how often to send it to you (monthly, quarterly, etc.).<sup>18</sup> Keep in mind, taking cash value out of your policy will reduce its cash value and may increase the chance it will lapse. If you do plan to rely heavily on your policy for income, you may want to consider using our Overloan Lapse Protection II Rider to help keep your policy from lapsing.<sup>19</sup>

### Premium monitoring

In your policy's annual statement, we will keep you informed about if your guaranteed death benefit is still on track, and if it isn't, what you'll need to do to catch up.



## KEEP AN EYE ON PERFORMANCE

### Rate of return

With Nationwide, you will have convenient online access to the rate of return (ROR) on each variable investment option you select in your policy, as well as an aggregate ROR that includes your investments. The information is updated with every financial transaction.

### Annual and quarterly statements

You will receive an annual statement containing key policy information and the status of your guarantee. Every three months, we'll send you a statement of all financial activity in your policy – also available online – to help you manage your policy more closely.

### In-force illustrations

When you purchase your policy, you will receive an illustration that gives you a view of how your policy could perform. After the first year, and even for years into the future, your financial professional can generate updated illustrations.

<sup>18</sup> With Automated Income Monitor, selecting the dollar amount of withdrawals will influence their duration (how long they last). Likewise, selecting a duration will influence the amount of the withdrawal. Either way, we will provide you the details and send you an annual update to keep you informed.

<sup>19</sup> The Overloan Lapse Protection II Rider can be invoked if the Net Surrender Value is substantially depleted by loans. Using the rider depends on your age and other conditions, and once invoked, it stops withdrawals and loans to help keep your policy from lapsing. There is a charge for this rider, but it isn't charged until you invoke it. Consult a tax advisor about the tax risks associated with invoking this rider, as its tax consequences have not been ruled on by the IRS or the courts.



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## Other things to keep in mind

Variable universal life insurance has fees and charges associated with it that include:

- **Protection premium:** During the protection period, the cost of the life insurance protection, and any elected riders, is completely included in this guaranteed level premium.
- **State premium tax:** The excess premium paid above the protection premium may be assessed a state premium tax; the premium tax is based on the owner's resident state.
- **Subaccount fees:** Funds allocated into subaccounts may be assessed a subaccount fee that includes a percent of subaccount value charge and/or a low cost subaccount fee.
- **Index strategy charge:** This charge may apply to the dollar amount allocated into the indexed interest strategies.
- **Maintenance charge:** After the protection period is over, a charge will be deducted from the investment dollars to pay for the remaining life insurance coverage and will consist of a cost of insurance charge, a per-1000 charge and a rider charge, if applicable.

Your premiums help cover these costs and are based on your individual characteristics, needs and goals. You decide how often you want to pay — annually, semiannually, quarterly or monthly — and we bill you for the premium amount needed.<sup>20</sup>

### How does the guarantee work during the Protection Period?

As long as the total premiums you pay (minus any policy loans, unpaid loan interest charged and partial withdrawals) are greater than the total minimum monthly premiums on a **policy monthiversary**, the policy will not **lapse** during the protection period you selected. See your illustration for the amount required to satisfy the test. This guarantee holds true even if the cash surrender value declines to \$0 or less or your policy's investment experience is unfavorable. With this guarantee in place, you can be confident your policy will remain in force during the protection period so you will be able to use it and its tax advantages, and your beneficiaries will receive the death benefit if you were to pass away during this period. We will inform you if your policy is at risk of lapsing, and if so, what's needed to keep it in force. Keep in mind, this policy has no surrender charges and no sales load.<sup>21</sup>

#### DEFINITIONS

##### Premium

The amount you pay to the insurance company on a periodic basis (usually monthly, quarterly or annually).

##### Policy monthiversary

The day of the month your policy was issued. If your policy was issued on April 5, then the 5th of every month is your policy monthiversary.

##### Lapse

A lack of coverage when the cash surrender value is not sufficient to pay policy charges. The coverage can be reinstated under certain conditions.

<sup>20</sup> Refer to the product prospectus for specific costs that apply to this policy.

<sup>21</sup> There is no sales charge or commission charged to the client when making contributions to the product. There is a pass-through of state premium tax for funds contributed above the protection premium.

# Why Nationwide?

We're a strong and stable company with nearly 100 years of heritage, and we're focused on helping clients prepare for and live in retirement. With our long-term approach to investing and our highly diversified business portfolio, we're committed to being there for our members, partners and communities, both now and in the future.

When considering where to purchase your insurance policy to protect your financial future, it's important to align with a company that is strong, stable and established. Nationwide has excellent financial ratings and has a member focus that puts customers first.

**A+**  
**"Superior"**

**AM Best**

2nd strongest of 16  
Received 10/17/02  
Affirmed 12/17/20

**A1**  
**"Good"**

**Moody's**

5th strongest of 21  
Received 3/10/09  
Affirmed 5/27/20

**A+**  
**"Strong"**

**Standard & Poor's**

5th strongest of 22  
Received 12/22/08  
Affirmed 5/7/21

These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are updated only when there's a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.

# About Nationwide

Nationwide is committed to helping America prepare for and live in retirement. We work in partnership with financial professionals to deliver innovative solutions that help clients like you simplify your retirement challenges. Our mission is to provide continuous support as you seek to reach your goals through every phase of your financial lifecycle.

## Addressing every phase of the Client Financial Lifecycle



## Your next steps

Talk to your financial professional today to see how Nationwide Advisory VUL can help you plan for your financial future with confidence.



**Nationwide®**  
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.

All individuals selling this product must be licensed insurance agents and registered representatives of a broker/dealer.

Products are issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation (NISC), member FINRA, Columbus, Ohio. Guarantees are subject to the claims-paying ability of Nationwide Life and Annuity Insurance Company.

**Variable products are sold by prospectus. Carefully consider the investment objectives, risks, charges and expenses. The product and underlying fund prospectuses contain this and other important information. Investors should read them carefully before investing. To request a product prospectus, visit [nationwide.com/NationwideAdvisoryVUL](http://nationwide.com/NationwideAdvisoryVUL) or call 1-800-848-6331.**

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

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. They 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.

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 values. 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 that 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. Nationwide pays benefits to the policyowner.

The amount of tax-free LTC benefits that may be received, cumulative of all LTC policies owned on an individual insured, is the greater of the HIPAA per diem in effect for the given year of claim or actual LTC costs incurred. Any amounts collected in excess of this formula will be taxed as ordinary income. Nationwide and its representatives do not give tax advice, so please consult your attorney or tax advisor for answers to specific questions. Product features — including benefits, exclusions, limitations, terms and definitions — may vary by state.

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. The Long-Term Care Rider II does have exclusions, limitations, reductions of benefits and terms under which the rider may be continued in force or discontinued. For more details on cost and coverage options, contact your financial professional.

Your coverage under the Long-Term Care Rider II is guaranteed renewable. This means that Nationwide will not unilaterally cancel or reduce coverage under this rider. Unless you request termination of this rider, it will remain in force as long as the policy remains in force. Your monthly LTC Rider charge rate cannot increase beyond the maximum stated in your policy. However, Nationwide has the right to increase your current monthly LTC Rider charge rate, up to the guaranteed maximum monthly LTC Rider charge rate. Any change in the current monthly LTC Rider charge rate will be on a uniform basis for insureds of the same sex, issue age, product, rate type and rate class whose policies have been in force for the same duration.

The financial professional or company may contact you in response to your request for additional information.

The information contained herein was prepared to support the promotion, marketing and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company.

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