

From: Buergler, Sara [<mailto:sara.buergler@nationwide.com>]
Sent: Wednesday, March 01, 2017 11:09 AM
To: Dittrich, Ralph
Cc: Horner, Colleen K; Stewart, Rick
Subject: April 10, 2017 Change to Nationwide YourLife CareMatters

Good Morning,

Nationwide is committed to carefully managing our life product portfolio to remain a strong, stable carrier you can rely on today and into the future. Due to the historically low interest rate environment, we are making a change to Sales Proposals on our linked benefit LTC solution, Nationwide YourLife CareMatters[®]:

- Maximum issue age for single-pays is being reduced to 69 (the maximum issue age for single-pays is currently 70; maximum issue age for multi-pays remains at 75)

This change is effective for any policy with a Policy Date on or after **April 10, 2017**. Please refer to the attached [transition guidelines](#) for more details.

We appreciate your business. If you have questions, please contact me.



Nationwide[®]
is on your side

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Transition Guidelines

Nationwide YourLife CareMatters®

Change for New Business Effective April 10, 2017

Nationwide is committed to carefully managing our life product portfolio in order to remain a strong, stable carrier you can rely on. Given this commitment – and the historically low interest rate environment – we are making a change to Sales Proposals on our Nationwide YourLife CareMatters® product for new business as follows:

- Maximum issue age for single-pays is being reduced to 69 (the maximum issue age for single-pays is currently 70; maximum issue age for multi-pays remains at 75)

This change is effective for any policy with a Policy Date on or after April 10, 2017.

Important Dates

In order to receive a single-pay policy at age 70, all of the deadlines below must be met.

Application Signed Date Sunday, April 9, 2017	"In Good Order" applications must be signed by this date. Applications signed after this date will not be considered for a single pay policy at age 70. .
Application Received Date Friday, April 21, 2017	Applications at age 70 on a single-pay must also be received at Nationwide no later than April 21, 2017 in order to be issued
Funding Deadline Friday, June 9, 2017	Assuming the above deadlines are met, the policy must also be in force and funded by June 9, 2017. A Policy Date of April 9, 2017 or prior will be applied to the issued policy.

Funding Exceptions

- Policies funded by 1035 money in any state. For these cases, the In-Good-Order (IGO) 1035 paperwork must come with the application with same-date restrictions above. The 1035 requests then will be sent to the relinquishing carrier by Nationwide and tracked following standard procedures. These cases will have an extended funding deadline of August 4, 2017. Exceptions must be requested for any cases expecting funding later than this date.
- Other legitimate instances where the funding cannot be freed up for the policy by the funding deadline (in a trust, asset liquidity, etc.). Requests will be reviewed on a case-by-case basis for any extension to the funding deadline

Backdating

Reminder – backdating prior to the application signed date is not permitted on the CareMatters® product.

Underwriting Deadline

Sunday, April 9, 2017	<ul style="list-style-type: none"> • Last day to reopen a current single-pay age 70 CareMatters® application that was closed due to outstanding underwriting requirements or was considered “Not Taken.” • If not reopened by this date, it will not be considered for issue, regardless of the original application date.
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Please call us if you have any questions or need assistance. We appreciate your business and are glad to help.



National Sales Desk: 800-321-6064
Brokerage General Agents: 888-767-7373
NFN National Sales Desk: 877-223-0795



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

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

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