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Nationwide CareMatters® II | Product comparison

# Long-term care coverage with a higher residual death benefit at a lower net price

Highest residual death benefit<sup>1</sup> **20%**

Be sure to look below the surface when comparing the cost of asset-based linked-benefit long-term care (LTC) products. If you looked only at the premium payment, it would appear that Nationwide CareMatters® II has a higher cost for the same amount of benefit. But with CareMatters — which currently has the highest residual death benefit in the industry<sup>1</sup> — the net cost actually comes in much lower than the competition.

## Comparison of linked-benefit products<sup>2</sup> with simplified underwriting

	Nationwide CareMatters II	Lincoln MoneyGuard Fixed Advantage®	Securian SecureCare™ III with LTC Boost	OneAmerica® Asset Care
<b>Long-term care benefit</b>	\$540,000	\$540,000	\$540,000	\$540,000
<b>Benefit payment style</b>	Cash indemnity	Reimbursement	Cash indemnity	Reimbursement
<b>Single premium</b>	\$114,473	\$133,499	\$95,175	\$126,045
<b>Residual death benefit</b>	minus \$36,000	minus \$9,000	minus \$10,000	\$0
<b>Net cost</b>	<b>\$78,473</b>	<b>\$124,499</b>	<b>\$85,175</b>	<b>\$126,045</b>

<sup>1</sup> Based on Nationwide competitive intelligence research on linked-benefit products (March 2023).

<sup>2</sup> Stated benefit amounts are based on hypothetical examples; actual benefit amounts received could vary. This example assumes a 60-year-old woman, couple rate, Nontobacco, 6-year benefit duration, no inflation option as of March 7, 2023. All information presented is deemed reliable, and Nationwide has made every effort to make sure it is accurate; however, it's possible that there are differences between the compared products which are not reflected and/or of which we are unaware, so the information's completeness and accuracy cannot be guaranteed. These are hypothetical scenarios and are not intended to represent any specific client or situation. Information was compiled from WinFlex Web Version: 3.223.3, as of March 7, 2023.

## Nationwide CareMatters® II provides choice, control and flexibility

Product features with additional value include:

- **A cash indemnity payout**, which provides maximum monthly LTC benefits with no bills or receipts to submit,<sup>3</sup> meaning clients can access the full monthly benefit regardless of expenses
- **Refund of premium options**
- **The ability to use 100% of the benefit for informal care**,<sup>4</sup> including care provided by family members or friends, providing more choice and flexibility
- **A 20% guaranteed minimum death benefit**<sup>5</sup> — again, the highest residual death benefit currently available in the industry<sup>1</sup>

<sup>3</sup> Documentation will be required annually to establish a claim; however, bills and receipts are not required in order to collect monthly benefits.

<sup>4</sup> A licensed health care practitioner must state that informal care (which includes care provided by family members or friends) is appropriate in the plan of care. Clients should talk to their tax professional about potential tax implications.

<sup>5</sup> The guaranteed minimum death benefit amount is 20% of the base policy specified amount used to determine LTC benefits and the death benefit, assuming there are no loans or withdrawals.



To learn more about the benefits **Nationwide CareMatters II** has to offer your clients, please call us at:

**Life Insurance  
Solutions Center**

1-800-321-6064

**Brokerage  
General Agents  
Solutions Center**

1-888-767-7373

**Producer Group  
Solutions Center**

1-844-867-8159

**World Financial  
Group Solutions  
Center**

1-855-455-4139



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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.

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 might be taxable under certain circumstances. Taxpayers should consult with their tax and legal advisors about their specific situation.

Keep in mind that the payment of long-term care rider benefits, as an acceleration of the death benefit, will reduce both the death benefit and cash surrender value of the policy. Additionally, loans and withdrawals will also reduce both the cash value and the death benefit. Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care, as this could vary with the needs of each insured. 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 might require a medical exam.

Nationwide CareMatters II might not be available in some states. Please contact Nationwide to determine product availability in your state.

Guarantees are backed by the claims-paying ability of the issuing 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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