

Get ready for AG 49A. Introducing Nationwide® IUL Accumulator II 2020, Nationwide® IUL Protector II 2020 and Nationwide® Survivorship IUL 2020

On Nov. 7, 2020, Nationwide will launch an update to the Nationwide IUL Accumulator II, Nationwide IUL Protector II and Nationwide Survivorship IUL products – well ahead of the NAIC AG 49A change deadline. The changes build on our low-cost, transparent design that is focused on putting clients' needs first.

New 2020 product updates effective Nov. 7, 2020

- Removal of all multipliers
- Keeping five of the same indexed interest strategies as before but with increased cap rates on two of them, lower cap rates on two, and higher spread rate on the uncapped strategy
- Increasing maximum illustrated rate for core strategies
- Lowering maximum illustrated spread on IUL alternative loans to 0.50%

The marketing names will remain the same but with "2020" added. For all the details, please see the attached PDF, "New from Nationwide: Updated IUL and SIUL products for 2020."

Important dates for the new 2020 IUL II and SIUL product updates

Please see our Transition Guidelines for more details.

- **Nov. 6, 2020:** Last date Nationwide will accept applications for our old products with existing features and rates.
- **Nov. 7, 2020:** All applications received on or after this date will receive the 2020 products.

Rate changes to existing IUL, SIUL and VUL policies effective Nov. 15, 2020

Due to the continued low interest rate environment and increased hedge costs, we are lowering cap rates and increasing the spread rates on in-force **IUL and SIUL policies**. At the same time, the spread rate on the uncapped indexed interest strategy is increasing for existing and new Nationwide VUL Accumulator and VUL Protector policies. For a complete list of the changes, please see the attached PDF, "Nationwide® IUL, SIUL and VUL rate changes, effective Nov. 15, 2020."

No change to the guaranteed multipliers – Multipliers on existing IULs are guaranteed and will continue to be available on the old products.

Important date for rate changes

Nov. 15, 2020: For the existing policies listed above, segments created Nov. 15, 2020 will be credited using the new cap or spread rates.

Transparency and our focus on putting the clients' needs first

Nationwide has long been an advocate for transparency with low costs, guarantees and illustration supplements that emphasize our focus on putting clients' needs first. Likewise, we are proud of never increasing COI rates on in-force policyholders, never decreasing our persistency bonuses, and not restricting applications due to COVID-19. By carefully managing our life insurance portfolio through periodic rate adjustments, we continue to be the strong, stable carrier you, your financial professionals and their clients can count on.

Your partnership is very much appreciated

Thank you for choosing Nationwide. We will start informing advisors about these changes in our early October 2020 newsletters. If you have questions, please call me.



Nationwide®
is on your side



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