

IMPORTANT NOTICE

Long-term care sales update in WA

Guidelines for submitting new long-term care business

We previously communicated that the best chance of having a Nationwide life policy with long-term care coverage issued in Washington prior to November 1, 2021 was to submit the application to Nationwide prior to September 1, 2021.

However, due to an unprecedented volume of applications for policies with long-term care coverage, we now inform you that applications from Washington state received after August 6, 2021 will likely not be issued prior to November 1, 2021.

This applies to all policies in Washington with any LTC coverage:

- Individual life with the Long-Term Care Rider
- Survivorship life with the Long-Term Care Rider
- Nationwide CareMatters® II

Your business is extremely important to us and we do not take this step lightly. However, we feel it is best for those whose applications have already been submitted. At this time, we cannot guarantee the issue date for any applications in Washington.

We will still accept applications after August 6, 2021; however, they will likely not be issued until after November 1, 2021.

Download our [Industry News Update on the WA Cares Fund](#) to learn more.

Please call us if you have any questions or need assistance. We appreciate your business and are glad to help.

Life Insurance Solutions Center

800-321-6064

Brokerage General Agents Solutions Center

888-767-7373

Nationwide Financial Network® Solutions Center

877-223-0795

Producer Group Solutions Center

844-867-8159

World Financial Group Solutions Center

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 work with their financial professional to discuss their specific situation.

When choosing a product, make sure that life insurance and long-term care needs are met. Because personal situations may change (i.e., marriage, birth of a child or job promotion), so can life insurance and long-term care insurance needs. Care should be taken to ensure these strategies and products are appropriate. Associated costs, as well as personal and financial objectives, time horizons and risk tolerance should all be weighed before purchasing a product. Life insurance, and long-term care coverage linked to life insurance, has fees and charges associated with it that include: costs of insurance, which vary based on characteristics of the insured such as sex, tobacco use, health and age; and additional charges for riders that customize a policy to fit individual needs.

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