



Nationwide Marathon®
Indexed Universal
Life Accumulator II 2020

Client guide

A photograph of a man and a woman sitting outdoors. The man is on the left, wearing a dark grey t-shirt, and the woman is on the right, wearing a white long-sleeved shirt. They are both smiling and looking at each other. The background is a soft-focus outdoor setting with trees and a white pillar.

Protection for today
Confidence for tomorrow





Make the most of the future

You've gotten where you are today by making sound financial decisions — by knowing that accumulation is important, but so is protection.

Get a healthy balance of both with Nationwide Marathon® Indexed Universal Life Accumulator II 2020 (Nationwide Marathon IUL Accumulator II). It offers you strategies and features for more cash value and income potential, all while protecting against market loss, so you can take control of your future.



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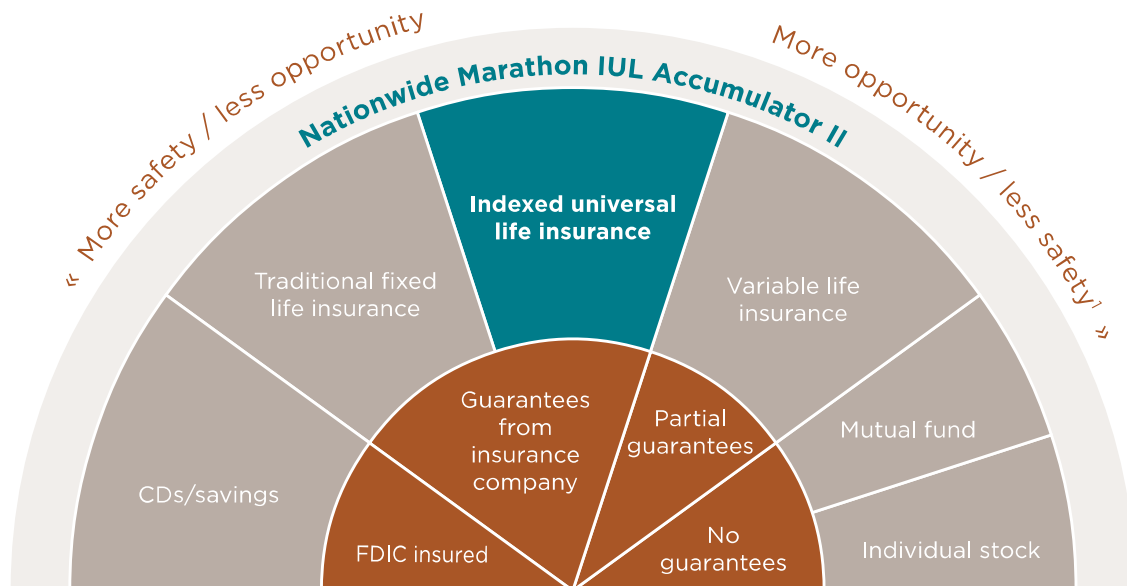
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Balance your need for protection and growth potential

Whether you're concerned about protecting your family or building cash value for income later, Nationwide Marathon[®] IUL Accumulator II is designed to help.

It's permanent life insurance to help protect your family members if you pass away. It also offers the opportunity for tax-advantaged growth through various indexed interest strategies, which can help enhance your income potential later.

And with Nationwide Marathon IUL Accumulator II, your money is never actually invested in the market. You're protected with a guaranteed minimum interest rate in the fixed account and a guaranteed minimum floor rate in the indexed interest strategies.



¹ Safety refers to availability of guarantees; opportunity refers to growth potential in the market.

One policy can help meet many needs



Take care of your loved ones

If you pass away unexpectedly, an indexed universal life (IUL) insurance policy can help make sure your family has the resources to help:

- Maintain their standard of living
- Pay off mortgages or other debts
- Carry out education plans for your children



Supplement your income in retirement

Increase the growth potential of your policy, then access the cash value via tax-advantaged loans or withdrawals² to help:

- Supplement your retirement income³
- Prepare for future expenses, such as funding an education



Help with the costs of long-term care

Our cash indemnity Long-Term Care (LTC) **Rider II** lets you access the policy's death benefit to pay LTC benefits each month without the hassle of submitting receipts.⁴

The Accelerated Death Benefit for Terminal Illness Rider can help cover expenses or implement wishes of an insured who has been diagnosed as terminally ill with a life expectancy of 12 months or less.⁵



Plan for a legacy or estate

This product can be used to help you build a tailored **legacy or estate** planning strategy that allows you to efficiently pass wealth on to your loved ones. Please contact a legal professional to help structure the policy for a charity.

² Loans and withdrawals from the cash value may affect the death benefit and may require the need for additional premiums. If you choose to take loans or withdrawals, the cash value and the death benefit payable to your beneficiaries will be reduced. Surrender charges may apply for early surrenders and partial surrenders. Surrenders may be subject to income tax.

³ 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% additional tax before age 59½.

⁴ The Long-Term Care Rider II is available at an additional charge. While bills and receipts do not need to be submitted each month to receive monthly LTC benefits, they may be needed to help establish the claim. 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 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 is not available in all states. In states where it is not yet approved, our original Long-Term Care Rider is available.

⁵ The Accelerated Death Benefit Rider is a feature included with the policy. There is no monthly deduction for the rider. However, there is a cost associated with this rider if and when it is invoked.

The features that make it work

Because it's life insurance, Nationwide Marathon IUL Accumulator II offers the benefits and features needed to address a wide range of needs, including:



Income tax-free death benefit

- Offers a tax-efficient way to pass funds to loved ones or a favorite charity
- Paid directly to your beneficiaries to avoid delays due to probate or estate administration



Multilayered tax protection

- Tax-free cash value accumulation
- Income tax-free loans and withdrawals⁶
- No federal tax penalty for early withdrawal before age 59½⁷
- No taxes when funds are moved from one indexed interest strategy to another



Greater income potential

- A wide range of indexed interest strategies provide the potential for greater interest crediting while still protecting you from down markets
- The Nationwide IUL Rewards Program⁸ and other features offer enhanced growth potential⁸



Additional advantages

- An easy process to set up income payments
- Optional riders to customize your policy to fit your needs⁹
- Convenient services—such as information on policy performance and premium payments—to help you manage your policy and get the most from it

DEFINITIONS

Rider

An additional benefit that can be added to help customize the policy to meet your specific needs.

Legacy or estate

The assets left by a person after death.

⁶ 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.

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

⁸ To receive the Nationwide IUL Rewards Program benefit, net accumulated premium payments (total premium paid minus any policy loans, unpaid loan interest charged and partial withdrawals) must satisfy a net accumulated premium test on designated dates. See Page 12 for more information.

⁹ Riders' availability varies by state, and they may be known by other names; they also may include additional charges.

How your policy works

Nationwide Marathon IUL Accumulator II gives you access to the cash value of your policy when you need it most and offers a death benefit to help protect your loved ones. Here's how it works:



¹⁰ Policy fees and charges are deducted, even if premium payments are stopped. The estimated amount of policy charges for the coming year (called the minimum required fixed interest strategy allocation, or MRFISA) is automatically held in the fixed interest strategy. Monthly policy charges are deducted from the MRFISA amount within the fixed interest strategy throughout the year. The MRFISA amount is spelled out in your policy and annual statement. Only cash value and premium in excess of the MRFISA amount can be directed to the indexed interest strategies for potential growth.

Flexible options for growth potential

Nationwide Marathon IUL Accumulator II offers you the flexibility to choose from a fixed interest strategy and a wide range of indexed interest strategies — or any combination of the strategies — that allow for growth potential to help you reach your accumulation goals.

We also understand risk tolerance can change over time. That’s why Nationwide Marathon IUL Accumulator II lets you update your allocations of premium and cash value across the various indexed and fixed interest strategies to best suit your financial situation.

The fixed interest strategy

A fixed interest strategy is generally considered a more conservative choice because the interest rate is fixed and declared in advance, and it has a guaranteed minimum interest rate of 1%.

Indexed interest strategies

The Nationwide Marathon IUL Accumulator II includes strategies that use two different approaches to calculating the interest rate credited to your policy. The S&P 500® Point-to-Point approach tends to perform well in steady market conditions, while the Multi-Index Monthly Average approach is better suited when more volatile markets are anticipated.

S&P 500® Point-to-Point	Multi-Index Monthly Average
An annual point-to-point strategy simply compares the initial and ending values of the S&P 500® over a specific period to determine the percentage of change in the index.	<p>These strategies diversify your allocations across three indexes:</p> <ul style="list-style-type: none">• The S&P 500®• Nasdaq-100®• Dow Jones Industrial Average® <p>The performances of these indexes are tracked monthly over the course of a year, then averaged to determine the percentage of change within each index.</p> <p>The index segment interest rate is calculated using 50% of the best-performing index, 30% of the second-best and 20% of the third-best.</p>

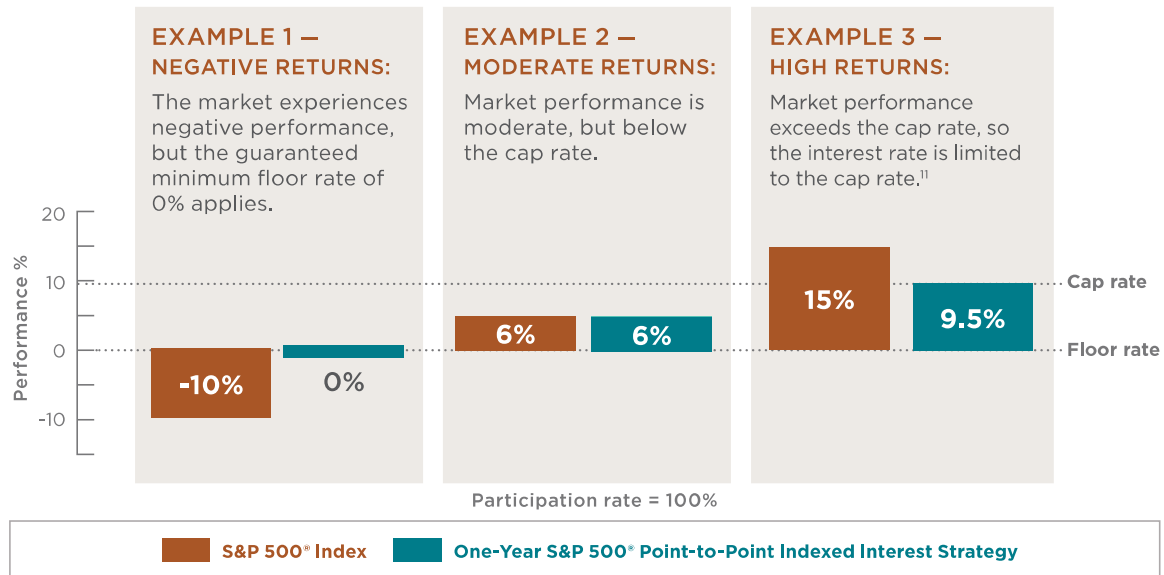
DEFINITIONS

Index segment

Created when the cash value is transferred from the fixed interest strategy — or a maturing segment — into the indexed interest strategy. A segment lasts one year.

How index segment interest is calculated

Several factors are used to calculate the index segment interest earned, such as **participation rate**, **floor rate**, and **cap** or **spread rate**. These factors enable Nationwide to offer both the potential for growth and guarantee a minimum floor rate of 0% — even if the indexes being tracked fall below that level.



The illustrations used here contain hypothetical figures and do not represent actual results. Past performance is no guarantee of future performance. Participation, cap and floor rates are illustrative in nature, may vary and are subject to the values guaranteed in the policy at issue. The guaranteed values are subject to change for future issues of the product. Different time scenarios will produce varying results, which could be less or more favorable depending on the performance of each reference index. Indexed UL policies are not stock market investments and do not directly participate in any stock or equity investments.

Stay informed with our annual statement

Each year, you will receive a statement of your policy that lists the interest rates applied to every indexed or fixed interest strategy you have selected.

DEFINITIONS

Participation rate

The percentage of the reference index¹² performance used to calculate the strategy's interest crediting rate. For example, if the participation rate is 100%, then 100% of the actual performance will be used, subject to the cap or spread rates.

Floor rate

A guaranteed minimum interest rate that protects you from loss, regardless of what happens in the market. Because the interest rate cannot go below this, it is called a "floor rate."

Cap rate

The maximum rate of interest credited, even if the reference index performance is greater after application of the participation rate.

Spread rate

A percentage deducted from the index performance rate when no cap rate applies. For example, an index performance of 20% minus a spread rate of 7.5% results in a 12.5% interest rate credited for an uncapped indexed interest strategy.

¹¹ An uncapped strategy is available. When it is selected, a spread rate is applied instead of a cap rate.

¹² A market index, such as the S&P 500®, Nasdaq-100® or Dow Jones Industrial Average®.



Case study

Dan is 20 years away from retirement and although he contributes the maximum amount to his 401(k), he realizes it will not be enough to help him maintain his current lifestyle. He's looking for a way to save for retirement that will help protect his family and enhance his growth potential but also offer a certain level of protection from market risk.

To help Dan achieve the growth he's looking for, his insurance professional recommends the Nationwide Marathon IUL Accumulator II. With it, Dan has multiple ways to meet his cash accumulation goals. First, he has the flexibility to choose between different indexed interest strategies for his investment selections. And with a guaranteed minimum floor rate of 0%, he knows that his interest rate will never fall below that level — regardless of what happens in the market.

Later, once the premium requirements are met in the time required, he can receive a monthly credit to the policy's cash value through the Nationwide IUL Rewards Program.

This is a hypothetical scenario. Actual results may vary.

Additional benefits

We know it's important to be in control of your finances. That's why we offer resources designed to help you build confidence for the future.

Features that help you get more from your policy

The Nationwide IUL Rewards Program*

Our rewards program is an additional way to grow your policy's cash value. It's our way of thanking you for paying a set amount of premium during the early years of your policy.¹³ Once you meet the eligibility requirements, the benefits of this program begin. We add a monthly Nationwide IUL Rewards Program credit to your policy's cash value that's equal to an annual rate of 0.20%. As long as your policy is in force, we continue to apply this credit — guaranteed¹⁴ — even if you start to access your policy's cash value for income.

Dollar cost averaging

Dollar cost averaging (DCA)¹⁵ is a strategy of allocating premium in fixed dollar amounts at scheduled intervals, rather than all at once, with the goal of diversifying the index performance risk over time.

Automated Income Monitor

If you plan to tap your policy for income, this optional 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.).¹⁶ Keep in mind, making withdrawals from 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 Rider to help keep your policy from lapsing.¹⁷

¹³ To receive the Nationwide IUL Rewards Program benefit, premium payments must meet or exceed a test of the net accumulated premium (premium paid minus any amounts taken as loans or partial surrenders) at the start of policy year 16; earlier for issue ages 51 or older. Once the requirement is met, the benefit is applied monthly — at an annualized rate of 0.20% from then on — as long as the policy is in force. The benefit is calculated every month by multiplying the accumulated value, minus any indebtedness, on the date of calculation by the credit percentage. The Nationwide IUL Rewards Program includes pro rata interest on any accumulated value taken from an index segment for loans or partial withdrawals.

¹⁴ Guarantees are subject to the claims-paying ability of the issuing life insurance company.

¹⁵ Only transfers from the policy's fixed interest strategy are available with dollar cost averaging. Dollar cost averaging does not ensure a profit.

¹⁶ 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.

¹⁷ The Overloan Lapse Protection Rider can be invoked if the net surrender value is substantially depleted by loans. Once invoked, withdrawals and loans will be stopped to help keep your policy from lapsing. Using the rider depends on your age and other conditions. 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.

Riders and benefits to customize your policy

Accelerated Death Benefit for Terminal Illness Rider

Allows you to receive some of the death benefit early if diagnosed with a terminal illness

Accidental Death Benefit Rider

Provides additional coverage in the case of a death due to an accident

Additional Term Insurance Rider

Provides additional coverage in the form of term insurance, which increases the amount of total coverage at an overall lower cost

Children's Insurance Rider

Term coverage for all your children, even the ones to come later in life

Conditional Return of Premium Rider

Helps you enhance the early cash surrender values of the policy

Long-Term Care Rider II

Accelerates your death benefit to help pay for long-term care expenses

Overloan Lapse Protection Rider

Helps to protect heavily loaned policies from lapsing

Premium Waiver Rider

Credits a monthly premium to your policy in case you become disabled

Spouse Insurance Rider

Term coverage for your spouse

Waiver of Monthly Deductions Rider

Waives all monthly deductions if you become disabled

DEFINITIONS

Lapse

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



Case study

Beth is the mother of two young children and owns a small business. As the primary income earner for her family, she's exploring options with her life insurance professional to help protect them during her working years. With no access to a 401(k), she's also looking for an alternative, tax-efficient way to plan for the future. Her insurance professional suggests the Nationwide Marathon IUL Accumulator II with the Long-Term Care Rider II. It offers protection for her family now and a stream of supplemental income in retirement.

Once she retires and is ready to start tapping her policy for income, she can use the Automated Income Monitor feature. It makes it easy to set up income payments on a regular schedule. If Beth suffered a severe illness or injury that required long-term care, the long-term care rider could be used to help cover the costs.

Beth is confident knowing her family and her future income needs are being protected.

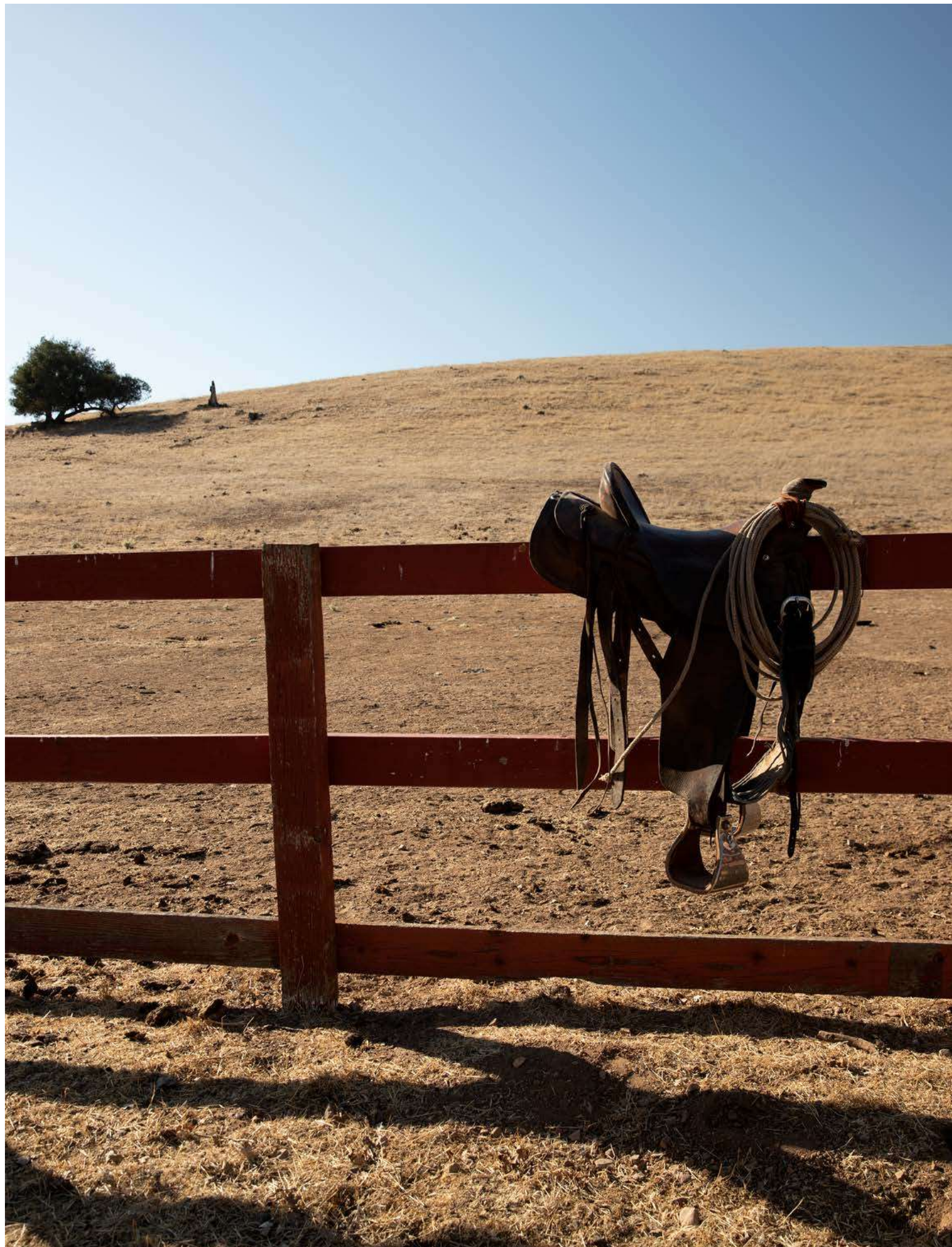
This is a hypothetical scenario. Actual results may vary.

Other things to keep in mind

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

- Premium charges (including sales charges)
- Monthly deductions that vary based on characteristics such as sex, health, age and tobacco use; the deductions include charges for optional riders, the cost of insurance and administrative fees
- Surrender charges (if you choose to cancel your policy during the first 10 policy years); the longer you keep the policy, the smaller the surrender charge; no surrender charges will apply after the 10th year of your policy
- Indexed strategy charges, which apply to the dollar amount allocated to some indexed interest strategies

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.



Why Nationwide?

We're a strong and stable company with more than a 90-year 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.



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.¹⁸

¹⁸ See back cover for additional information.





Your next steps

Talk to your M Financial insurance professional today to find out how Nationwide Marathon IUL Accumulator II can help you plan confidently for whatever lies ahead.



• 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, sell, hold or roll over any asset, adopt an investment strategy, retain a specific investment manager or use a particular account type. It does not take into account the specific investment objectives, tax and financial condition or particular needs of any specific person. Investors should discuss their specific situation with their financial professional.

This policy allows for flexible premium payments, but it's important to adequately fund it to keep it in force and to help meet your needs and those of your beneficiaries.

Indexed universal life insurance policies are not stock market investments, do not directly participate in any stock or equity investments, and do not receive dividends or participate in capital gains. Past index performance is no indication of future crediting rates. Also, be aware that interest crediting fluctuations can lead to the need for additional premiums in your policy.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy, and understand that life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry additional charges.

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, or by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Although ratings can be objective indicators of an insurance company's financial strength and can provide a relative measure to help select among insurance companies, they are not guarantees of the future financial strength and/or claims-paying ability of a company. The broker/dealer from which a policy is purchased, the insurance agency and any affiliates of those entities make no representations regarding the quality of the analysis conducted by the rating agencies. The rating agencies are not affiliated with the abovementioned entities nor were they involved in any rating agency's analysis of the insurance companies.

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FLM-1375AO-MZ (10/20)