

Nationwide New Heights[®] fixed indexed annuity illustration tool

Your guide to what's new and improved



Welcome to the Nationwide New Heights[®] enhanced illustration tool

We've expanded your case design capabilities to help you meet a broader range of client needs. These upgrades improve your overall experience, simplify the process, and allow you to spend more time doing what you do best: creating and managing client relationships.

This guide highlights the key changes to our fixed indexed annuity illustration tool:



Simplified Process - Run up to 4 contract scenarios in a single illustration, auto-populate the LOI form and complete one application



Greater Diversification - Illustrate complementary indices to promote greater index diversification and reduce the need to guess which index may outperform



Income Laddering - Tailor income to begin lifetime withdrawals at different ages and benefit from increasing payouts on the remaining contracts

These new enhancements provide more options for interest crediting and opportunities to align with your market projections.

The next pages will show you what this looks like in the illustration tool and will go over the changes the client will see in the Illustration.

Multi-contract illustrations

- 1 **Simplified process** — whether for index diversification or building an income ladder, you can tailor your recommendations by illustrating up to 4 contracts and index options on a single illustration.

The screenshot shows the 'New Illustration' form in the Nationwide New Heights® - Illustrator application. The form is divided into tabs: CASE, PROFILE, MULTI-CONTRACT, INCOME, and OUTPUTS. The 'MULTI-CONTRACT' tab is active. The form includes the following fields and options:

- Date:** 04/09/2018
- Prepared by:** (empty text box)
- State:** CO
- Product:** New Heights 9
- Optional Riders (Only one may be selected):** None
- Purchase Payment (cumulative of all individual contracts):** \$100,000

Annotations on the form:

- A dashed blue box highlights the **Create Multi-Contract** checkbox, which is checked. A callout points to it with the text: "Check this box to illustrate multiple contracts".
- Another dashed blue box highlights the **Optional Riders** dropdown menu. A callout points to it with the text: "Select an optional rider to create an income ladder".

Buttons for 'Cancel' and 'Next' are visible at the bottom of the form.

Diversify across index options

2 **Greater Diversification** — diversify across indices including J.P. Morgan Mozaic IISM, NYSE[®] Zebra Edge[®], S&P 500[®] and MSCI EAFE by splitting premiums into multiple contracts.¹

Summary View

Date: 04/09/2018
Prepared by: Financial Advisor
State: CO
Product: New Heights 9
Tax status: Non-Qualified
Rider: None
Income Input: \$500,000
Purchase Payment

Owner: Valued Client
Age: 55
Gender: Male

New Illustration

CASE | PROFILE | **MULTI-CONTRACT** | INCOME | OUTPUTS

Add up to a maximum of 4 contracts:

Contract	Strategy Option*	Purchase Payment
	J.P. Morgan Mozaic II - A	\$250,000 50%
	NYSE Zebra Edge - A	\$250,000 50%

Reason for Establishment of Multiple Contracts (select one)

- Current Strategy Option Diversification
- Future Strategy Option Diversification
- Other (explain)
- Guaranteed Income Laddering
- Roth IRA Conversion

* Equity Indexed Allocation / Declared Rate Allocation / Declared Rate / Strategy Spread.

Promote greater diversification with different indices


Select a reason to auto-populate the LOI form²

¹ The premium amount for each contract must meet the product minimum.

² Nationwide[®] Multi-contract Letter of Instruction (LOI) form.

Multi-contract overview

- 3 Easy to read – the multi-contract illustration overview provides a detailed summary of the amount of premium allocated to each contract and index on a single page.



Nationwide New Heights® 9

Prepared for: Valued Client
Total Purchase Payment: \$500,000
Illustration Supplement

Multi-Contract Illustration Overview

Summary			
Owner	Valued Client, 55	Prepared On	4/9/2018
Joint Owner	-	Contract Type	Non-Qualified
Annuitant	Valued Client, 55	No. of Contracts	2
Co-Annuitant	-	Total Purchase Payment Amount	\$500,000
State	CO		

Contract 1 - \$250,000

Balanced Allocation Strategy J.P. Morgan Mozaic II™ Option A
Option Illustrated¹


Allocation of Total Purchase Payment 50.00 %

Contract 2 - \$250,000

Balanced Allocation Strategy NYSE® Zebra Edge® Option A
Option Illustrated¹

Allocation of Total Purchase Payment 50.00 %

This pie chart is intended to show each contract, the allocation of the total purchase payment amount to that contract, and the elected Initial Strategy Option for each contract. Only one Strategy Option may be chosen per contract.



Please refer to the individual contract illustrations that follow this Illustration Supplement for additional information on the Strategy Options and associated Crediting Factor assumptions and assumed growth rates.

¹ This illustration assumes that the Balanced Allocation Strategy option crediting factors remain unchanged for the life of each contract. These crediting factors are only guaranteed for the initial strategy term; crediting factors for each subsequent strategy term may vary. Refer to the description of the strategy options and crediting factors; how earnings are calculated and credited, as well as your contract for more detail.

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Income laddering strategy

- 4 **Leverage increasing payouts** — each year a client waits to begin income on a contract, the lifetime withdrawal percentage increases — up to 16%.

The screenshot shows the 'New Illustration' interface in the Nationwide New Heights* - Illustrator. The interface is divided into a 'Summary View' on the left and a 'New Illustration' section on the right. The 'New Illustration' section has tabs for 'CASE', 'PROFILE', 'MULTI-CONTRACT', 'INCOME', and 'OUTPUTS'. The 'MULTI-CONTRACT' tab is active, showing a table of three contracts. The table has columns for 'Contract', 'Strategy Option*', 'Purchase Payment', and 'Income Start Age'. The contracts are: 1. J.P. Morgan Mozell II - A, \$725,000, 45%, 65; 2. S&P 500 - B, \$150,000, 30%, 70; 3. NYSE Zebra Edge - A, \$125,000, 25%, 75. A dashed blue box highlights the 'Income Start Age' column. Below the table, there is an 'Add Contract' button, a 'Reason for Establishment of Multiple Contracts (select one)' section with radio buttons for 'Current Strategy Option Diversification', 'Future Strategy Option Diversification', 'Other (explain)', 'Guaranteed Income Laddering', and 'Roth IRA Conversion', and 'Cancel', 'Back', and 'Next' buttons. A note at the bottom states '* Equity Indexed Allocation / Declared Rate Allocation / Declared Rate / Strategy Spread'. A blue line connects the '4' in the list to the 'Add Contract' button. A blue box highlights the 'Income Start Age' column with a text annotation. Another blue box highlights the 'Add Contract' button with a text annotation.

Illustrate up to 4 contracts per illustration by selecting Add Contract

Illustrate different income start ages to demonstrate the power of increasing lifetime withdrawal percentages

Laddered income overview

5 Complete income picture — the new one-page income summary makes it easy to show clients their cumulative income and the power of increasing payouts..

Show clients how they can benefit from increasing payouts over time

Cumulative lifetime income and withdrawals are summarized by contract for easy reference

Prepared for: Valued Client
Total Purchase Payment: \$500,000
Illustration Supplement

Nationwide
It's on your side

Nationwide New Heights® 9
Featuring the Nationwide High Point 305® Lifetime Income Benefit Rider

Multi-Contract Combined Level Assumed Hypothetical (Non-guaranteed) Income Illustration⁴

Contract year end	Valued Client age ⁵	Contract 1 Lifetime Income & Withdrawals ⁷	Contract 2 Lifetime Income & Withdrawals ⁷	Contract 3 Lifetime Income & Withdrawals ⁷	Combined Annual Lifetime Income & Withdrawals	Combined Income as % of purchase payments ⁸
All Issue						
1	55-00	--	--	--	--	--
2	56-07	--	--	--	--	--
3	57-04	--	--	--	--	--
4	58-01	--	--	--	--	--
5	59-01	20,003	--	--	20,003	--
6	60-02	20,003	--	--	20,003	--
7	61-03	20,003	--	--	20,003	--
8	62-04	20,003	--	--	20,003	--
9	63-04	20,003	--	--	20,003	--
10	64-05	20,003	--	--	20,003	--
11	65-05	20,003	--	--	20,003	--
12	66-06	20,003	18,728	--	38,731	5.33%
13	67-06	20,003	18,728	--	38,731	5.33%
14	68-07	20,003	18,728	--	38,731	5.33%
15	69-07	20,003	18,728	--	38,731	5.33%
16	70-08	20,003	18,728	--	38,731	5.33%
17	71-08	20,003	18,728	--	38,731	5.33%
18	72-09	20,003	18,728	--	38,731	5.33%
19	73-09	20,003	18,728	30,000	68,731	9.08%
20	74-10	20,003	18,728	30,000	68,731	9.08%
21	75-10	20,003	18,728	30,000	68,731	9.08%
22	76-11	20,003	18,728	30,000	68,731	9.08%
23	77-11	20,003	18,728	30,000	68,731	9.08%
24	78-12	20,003	18,728	30,000	68,731	9.08%
25	79-12	20,003	18,728	30,000	68,731	9.08%
26	80-01	20,003	18,728	30,000	68,731	9.08%
27	81-02	20,003	18,728	30,000	68,731	9.08%
28	82-02	20,003	18,728	30,000	68,731	9.08%
29	83-03	20,003	18,728	30,000	68,731	9.08%
30	84-03	20,003	18,728	30,000	68,731	9.08%
Cumulative Lifetime Income, Withdrawals, and Combined Quarterly Contracted Lifetime Income Withdrawals		533,260	260,920	300,000		
The above is based on level assumptions. See the individual illustration for a complete breakdown of assumptions.		327,560	227,655	149,200		

⁴ These illustrations aren't intended to reflect the performance of any available options or to predict or project future performance results. Your performance could be different than the hypothetical examples shown. With the exception of the "All Issue" row, all values shown are as of contract year end, based on the level assumed rates of each contract.

⁵ Calculations based on eldest annuitant's age. The lifetime payout percentage used to determine the lifetime income is based upon the age of the owner, or youngest covered life if joint option is elected.

⁶ Withdrawals before commencing lifetime income payments will reduce the income base proportionately and reduce future lifetime income payments. Once lifetime income payments have commenced, withdrawals greater than the maximum lifetime income withdrawal amount will lower the income benefit base and future lifetime income withdrawal amount proportionately. All withdrawals will lower the death benefit proportionately. The lifetime payout percentage used to determine the lifetime income is based upon the age of the owner, or youngest covered life if joint option is elected.

⁷ Combined income as percentage of purchase payments is the sum of lifetime income payments divided by Total Purchase Payment. While this demonstrates your income payment as a percentage of your total purchase payment, this is not an actual rate of return on your total purchase payment and is not the percentage used to calculate your income amount. This is for illustration purposes only. This does not guarantee you will receive the full amount of your total purchase payment.

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Try it out

Now that you know how the tool has been improved,
run a multi-contract illustration for your next case.



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FAM-0650AO.2 (04/18)