



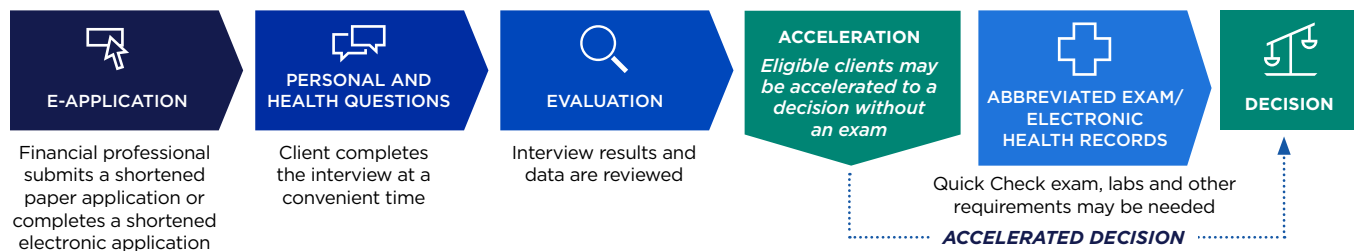


# Nationwide® Intelligent Underwriting

Nationwide® Intelligent Underwriting streamlines the life insurance application process for both you and your clients. It can provide a quicker, more efficient underwriting process with:

-  Less time required to obtain an underwriting decision
-  Fewer attending physician statements and a reduced need for additional underwriting requirements
-  An accelerated process for some of the healthiest clients by eliminating the exam and labwork<sup>1</sup>
-  Less time spent on application paperwork, which translates to fewer medical history conversations with your clients

## How it works



## Completing the personal and health information

After completing the electronic application, your client can choose from 2 convenient options to complete their personal and health interview.

**Option 1 — Online:** Provide personal and health information electronically through a secure and easy online process.

- A secure link to the online interview will be emailed to your client. Reminder emails will be sent until the online interview is completed.

The online interview questions are the same as those in the telephone interview, but your client will have the flexibility to start, stop and continue throughout the process. The online interview is mobile-friendly, so your client can choose to fill it out at home or on the go. When the interview has been completed, your client will e-sign through DocuSign. If your client needs help, phone support is available.

**Option 2 — Telephone:** Provide personal and health information over the phone at a time that works best for your client.

- To complete the call immediately, please have your client call the phone number provided on the Application Setup screen in iPipeline and request an immediate interview.

The tele-interview will be recorded, and your client will sign via electronic voice signature. Healthy clients can expect an average interview time of 20 minutes, but the time may vary significantly depending on the client's health, language and ability to provide detailed information on their personal and health history.

**If submitting a paper application:** If you complete the paper application, your client has only the telephone option to complete their personal health questions (refer to Option 2 above). Once the application has been entered into our system, your client will be contacted by telephone to complete the personal and health interview. If your client is not able to complete the interview at that moment, they can schedule a call for their preferred day and time.

**If the application qualifies for acceleration, an abbreviated exam, labs and other requirements will not be needed. It's not necessary to order any of these until we determine whether we're able to accelerate the application.**







<sup>1</sup> Applicants ages 18 to 50 applying for face amounts of \$100,000 to \$5 million and/or ages 51 to 60 applying for face amounts of \$100,000 to \$1 million, including non-U.S. citizens living in the U.S. more than 12 months, are eligible for possible acceleration.

## Products eligible for Intelligent Underwriting<sup>2</sup>

Term life	Universal life	Whole life	VUL
Nationwide Guaranteed Level Term (10, 15, 20, 30 years)	Nationwide Indexed UL Accumulator II 2020 or Protector II 2020 Nationwide No-Lapse Guarantee UL II New Heights® Indexed UL Accumulator 2020	Nationwide WL 100 Nationwide 20-Pay WL	Nationwide VUL Accumulator Nationwide VUL Protector II

<sup>2</sup> Product availability is subject to state approval.

### Why use Nationwide Intelligent Underwriting?

 No prescreen checklist	 Fewer attending physician statements	 Long-Term Care Rider available for acceleration	 1035 exchange and replacement available for acceleration	 Quicker overall underwriting process	 Less paperwork and no need to ask uncomfortable medical questions
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### Intelligent Underwriting guidelines

- Age: 18 and older
- Face amount: \$100,000 and above

### Acceleration guidelines

- Ages 18 to 50 applying for face amounts of \$100,000 to \$5 million on eligible products
- Ages 51 to 60 applying for face amounts of \$100,000 to \$1 million on eligible products
- U.S. citizen or non-U.S. citizen residing in the U.S. for more than 12 months
- Standard or better risk classes are eligible, including tobacco

### Setting eligibility expectations

For clients who fall within our Standard risk class or better, an underwriting decision will be made without the need for additional underwriting requirements.

However, some clients who fall within the Standard risk class or better may not be eligible to accelerate simply because we don't have enough information to make a decision. Additional underwriting requirements will therefore be needed to reach an underwriting decision. If an abbreviated exam is necessary, the examiner may collect:

- Height, weight, blood pressure and pulse information
- Urine and blood samples

Nationwide performs post-issue audits on cases put in force to validate our underwriting assessments and models. If we develop information that was not disclosed at the time of the application, we reserve the right to rescind the policy.



Call us at 1-800-321-6064 with any questions about Nationwide Intelligent Underwriting and how it can work for you and your clients.



• 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 or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

Nationwide Intelligent Underwriting is available in all states but New York.

Products are issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

The general distributor for variable products is Nationwide Investment Services Corporation, member FINRA, Columbus, Ohio.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side and New Heights are service marks of Nationwide Mutual Insurance Company.

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