



Important product updates that impact your business

News and Updates

For the last five years we've been proud to offer our Nationwide New Heights[®] fixed indexed annuities with the optional Nationwide High Point 365[®] Lifetime Income Benefit riders:

- Nationwide High Point 365[®] Lifetime Income Benefit rider (High Point 365[®])
- Nationwide Highpoint 365[®] Lifetime Income Benefit rider with Purchase Payment Bonus (High Point 365[®] with Bonus)

Now, we're excited to announce that we're enhancing the High Point 365 with Bonus version to provide stronger income guarantees and a shorter income deferral period. There are no changes to the current High Point 365 rider (non-bonus version).

The following changes will be effective **March 1, 2019**:

High Point 365 with Bonus to offer a 7% compound guaranteed roll-up.

Starting **March 1, 2019** High Point 365 with Bonus will have a 7% compound guaranteed roll-up¹. This will offer a level of certainty for clients who are at or near retirement and want to know the minimum level of income they'll have in retirement. Keep in mind, all guarantees are subject to the claims-paying ability of Nationwide Life and Annuity Insurance Company. We'll also be providing more flexibility with the ability to start lifetime income withdrawals after the later of the first contract year and determining life reaching age 50.

Here's a comprehensive look at the adjustments we're making to High Point 365 with Bonus:

High Point 365 with Bonus	Current Version				New Version as of 3/1/2019
	New Heights				
	8	9	10	12	New Heights (all products)
Purchase Payment Bonus ²	3%	3.50%	3%	6.50%	1%
Minimum Income Benefit Value Bonus ³	3%	3.50%	3%	6.50%	10%
Guaranteed Roll-up ⁴	1%				7%
Rider Charge	1.15%	1.30%	1.25%	1.60%	1.10%
Lock-in Daily High Point	Yes				Yes
Lifetime Income Deferral	Later of 5-year deferral period and minimum age of 50 before starting lifetime income payments				Later of 1-year deferral period and minimum age of 50 before

		starting lifetime income payments
Lifetime Payout Percentages	Vary by product, issue age, income deferral period and whether joint or single life	Vary by issue age, income deferral period and whether joint or single life but will decrease and now be consistent across all New Heights products

Nationwide High Point 365® Lifetime Income Benefit rider (non-bonus version) still offered.

For clients who may be able to wait longer to take withdrawals, we'll still offer a retirement income solution catered to their needs with the Nationwide High Point 365 Lifetime Income Benefit rider (non-bonus version). High Point 365 will continue to provide clients two opportunities to increase their future income:

- Extremely competitive payout factors that increase the longer clients wait to take income
- Ability to track daily index performance and capture the daily highs (this functionality also remains on High Point 365 with Bonus)

Transition schedule

The last day to sell High Point 365 with Bonus with the current product specs will be February 28, 2019. The transition schedule for final sales is as follows:

- Applications must be signed on or before February 28, 2019
- Electronic Tickets need to be entered on or before February 28, 2019
- Applications, Transfer of Assets forms, and Electronic Tickets must be received by Nationwide on or before March 14, 2019

There is no deadline by which new money or transfer monies must be received by Nationwide.

Use updated Disclosure Summary forms to avoid NIGO issues

Our New Heights Fixed Indexed Annuity Disclosure Summary forms are being updated to reflect the above changes. For applications signed on or after March 1, 2019, we will require the new version of the Annuity Disclosure Summary. Please use the updated disclosure summaries to help avoid NIGO issues.

Disclosure Summary		New Heights 8	New Heights 9	New Heights 10	New Heights 12
Required Disclosure Summary	Application Date < 3/1/19	FAFF-0020AO.1	FAFF-0023AO.1	FAFF-0025AO.1	FAFF-0017AO.2
	Application Date ≥3/1/19	FAFF-0020AO.2	FAFF-0023AO.2	FAFF-0025AO.2	FAFF-0017AO.3

Important information on product training

All annuity producers in all states must complete Nationwide New Heights® fixed indexed annuities product training prior to solicitation. For advisors who have already completed NAIC Product Training requirements for New Heights, this communication serves as a 'supplement' to previously completed training and a copy should be retained for their records. Nationwide will make NAIC Product Training available by **March 1, 2019** via Reg Ed's Annuity Training Platform, accessible at <https://secure.reged.com/TrainingPlatform>, as well as the Kaplan Platform.

This product training will satisfy NAIC requirements in those states that require NAIC training.

We're here to help.

Contact your IDC Marketer to find out more about these exciting changes.

¹ Guaranteed roll-up is in place for the first 10 years or until lifetime withdrawal begin, whichever occurs first.

² Credited at contract issue and based upon the purchase payment. Will be applied to the contract value and purchase payment guarantee amount

³ Credited at contract issue and based upon the purchase payment. Will be applied to the minimum income benefit value

⁴ Annual growth of purchase payment, compounded daily

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• Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution
• Not insured by any federal government agency • May lose value

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Nationwide New Heights, an individual, single purchase payment, deferred fixed index annuity is issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio. Please note, the contract does not directly participate in the stock market or any index. Withdrawals are subject to income tax, and withdrawals before age 59½ may be subject to a 10% federal tax penalty.

Annuities have limitations. They are long-term vehicles designed for retirement purposes. They are not intended to replace emergency funds, to be used as income for day-to-day expenses or to fund short-term savings goals. Please read the contract for complete details. Guarantees and protections are subject to the claims-paying ability of Nationwide Life and Annuity Insurance Company.

The Nationwide New Heights Fixed Indexed Annuities, are individual, single purchase payment, deferred fixed indexed annuities issued by Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

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