



Important product updates that impact your business

News and Updates

It's Nationwide's top priority to deliver on the long-term commitments we make to your clients now and in the future. As such, we continuously evaluate our products within the context of current market conditions. Given the persistently low interest rate environment, it's necessary to make the following change to our Nationwide High Point 365[®] Lifetime Income Benefit rider with Purchase Payment Bonus (High Point 365[®] with Bonus), available with our Nationwide New Heights[®] fixed indexed annuities:

- **Effective Monday, September 16, 2019, we will reduce the Lifetime Payout Percentages on the High Point 365[®] with Bonus rider**

Important Details:

- The Lifetime Payout Percentage change will apply to both single and joint contracts for all New Heights[®] products
- The High Point 365[®] Lifetime Income Benefit rider (non-bonus version) **will not be impacted by this change**
- NAIC retraining is not required

Transition schedule

Paperwork and funds submitted in good order according to the schedule below will receive the High Point 365 with Bonus Lifetime Payout Percentages available prior to the September 16, 2019 change (current Lifetime Payout Percentages). All applications submitted on or after September 16, 2019 will receive the new Lifetime Payout Percentages.

Step	Required Completion Date
Application / TOA Signed Date	September 15, 2019
Electronic Ticket Submit Date	September 15, 2019
Application / TOA / Electronic Ticket Received Date	September 27, 2019

For applications submitted via an electronic platform, the application signed date and electronic ticket submit date is the date the electronic order is submitted to your back office for review.

We'll be working diligently to ensure efficient processing

High application volumes are anticipated in the coming weeks. We'll be doing everything possible to ensure business is processed efficiently. Here are some ways you can help us accomplish this:

- Ensure all product training, licensing and Continuing Education is satisfied before submission of business
- Ensure replacement forms are signed upon or before application submission
- Include the current Certificate of Disclosure for the contract
- Consider using an electronic platform, if available to you, to ensure correct versions of applications are submitted

We're here to help.

To find out more about these upcoming changes or run an illustration, please contact your wholesaler or the Annuity Solutions Center at 1-800-321-6064.

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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.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side, Nationwide New Heights and Nationwide High Point 365 and High Point 365 are service marks of Nationwide Mutual Insurance Company.

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