



# Keeping you current on our fixed indexed annuities

## News and Updates

### Important product changes for California effective May 8, 2017

At Nationwide® we work hard to provide you with a range of options that can be tailored to meet the needs of your clients. Earlier this year, California passed legislation (Assembly Bill 2884) that placed certain restrictions on fixed annuity surrender charges. We are pleased to announce New Heights® 9 will be available in California again effective May 8, 2017.

#### New Heights 9 — in California

New Heights 9 will continue to have the same product features and index options, including the J.P. Morgan Mozaic IIS<sup>SM</sup> Index and the NYSE® Zebra Edge® Index.\* Some changes were made to align with the new California product requirements, which include:

- A Market Value Adjustment (MVA) is no longer assessed on a partial withdrawal or full surrender of the contract value before the end of the Contingent Deferred Sales Charge (CDSC) period.
- The CDSC schedule is a declining scale from 8.15%.

#### CDSC Schedule

Completed contract years	0	1	2	3	4	5	6	7	8	9+
CDSC Percentage**	8.15%	7.85%	7%	6%	5%	4%	3%	2%	1%	0%

#### NAIC training:

These changes are not considered material. If you have already completed the NAIC product training for New Heights 9, you will not need to retrain. If you have not completed the New Heights 9 product training, you will be required to complete it prior to solicitation.

#### We're here to help

Have questions? Please contact your Independent Marketing Organization.

This email was sent by: Nationwide, One Nationwide Plaza, Columbus, OH, 43215

\*Please note other indices are available and only one index may be chosen per contract, per strategy term.

\*\*In CA, CDSC is called a surrender charge.

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FAE-0350AO (04/17)

Email ID: 10856182-EIP11917--165783