



Getting to Know

**THE BEST OF AMERICA
PROTECTION
SURVIVORSHIP®**

The Best of America Protection Survivorship® Variable Universal Life



Nationwide®
On Your Side

The two of you sacrificed for years to reach a comfortable and secure position in life. Now it looks like you'll be able to leave a good inheritance to those you love. But a big question mark still hangs over the future: estate tax. When you're both gone, some or all of your combined estate could be taxed at a high rate — leaving your heirs only a portion of what you wanted them to receive.

Hasn't there been enough sacrificing? Let Nationwide® help you preserve more of the legacy you've worked hard to create. With The Best of America Protection Survivorship® Variable Universal Life (VUL) insurance, you can provide extra cash to your beneficiaries to offset the potential bite of estate tax.

- **Coverage that lasts two lifetimes**

Protection Survivorship covers you both but pays only on the second death, when estate tax tends to be most troublesome. It's usually less expensive than buying two individual policies, especially if one of you has health issues.

- **A focus on maximum benefits**

Enjoy getting more for your money? Per premium dollar, Protection Survivorship VUL has the potential to pay a high death benefit while still affording you the opportunity to invest in variable accounts. You and your beneficiaries can both appreciate that kind of value, opportunity and protection.

- **Flexibility to cope with change**

Life may be full of change, but Protection Survivorship VUL won't let you down. In a pinch, you can draw cash from your policy. And if your personal plans (or the tax laws) change, we offer a rider that lets you split your survivorship coverage into two individual policies.

As your personal situations change (i.e., marriage, birth of a child or job promotion), so will your life insurance needs. Care should be taken to ensure these strategies and products are suitable for your long-term life insurance needs. You should weigh your objectives, time horizon and risk tolerance as well as any associated costs before investing. Also, be aware that market volatility can lead to the possibility of the need for additional premium in your policy. Variable life insurance has fees and charges associated with it that include costs of insurance that vary with such characteristics of the insured as gender, health and age, underlying fund charges and expenses, and additional charges for riders that customize a policy to fit your individual needs.

Please remember that loans and partial withdrawals will reduce the death benefits payable to your beneficiaries. And, if your contract were to lapse with a loan outstanding, the loan amount would be treated as a distribution and may be subject to income tax.

Variable products are sold by prospectus. Both the product prospectus and underlying fund prospectuses can be obtained from your investment professional or by writing to Nationwide Life Insurance Company, P.O. Box 182150, Columbus, OH 43218-2150. Before investing, carefully consider the fund's investment objectives, risks, charges and expenses. The product prospectus and underlying fund prospectus contain this and other important information. Read the prospectuses carefully before investing.



SURVIVORSHIP VARIABLE UNIVERSAL LIFE POLICIES

Whether the assets you and your spouse or business partner now own include investments, real estate or a closely held business, survivorship VUL helps make it easier to pass assets to the next generation. By taking advantage of the death benefit plus long-term growth potential of The Best of America Protection Survivorship® VUL, you can give your beneficiaries the means to pay taxes and other transfer costs that might otherwise diminish your legacy.

INVESTMENT AND RISK MANAGEMENT

Protection Survivorship VUL lets you invest your premium dollars in more than 55 funds, available exclusively in variable life and annuity contracts issued by life insurance companies. These funds are not available to the general public. Your investment professional will help you select the funds best suited to your long-term goals and risk tolerance.

Careful asset allocation, regular rebalancing and a program of steady investing will all help you manage risk while you build your investment balance. Keep in mind, though, that no investment approach can guarantee a profit or protect against loss in a declining market. Market volatility may require a premium increase, as your investment professional can explain.

DEATH BENEFIT GUARANTEE

Two kinds of death benefit guarantees, subject to Nationwide's claims-paying abilities, means that your policy will stay in force as long as your premiums exceed the required minimum monthly premiums (adjusted for loans and partial withdrawals). Ask your investment professional for details or check the prospectus that accompanies this brochure. The availability of the guarantee varies by state.

SURVIVORSHIP VARIABLE UNIVERSAL LIFE

An overview

SURVIVORSHIP VARIABLE UNIVERSAL LIFE INSURANCE

(Tell me again, what am I buying?)

Survivorship variable universal life insurance covers the lives of two people — such as you and your spouse — and pays a death benefit at the second death. It's designed to help you protect your family with insurance, plus give you access to professionally managed investment options to help you grow your policy's cash value at the same time, subject to market risk.

PROTECTION AMOUNT

(How much do I buy?)

You should have enough life insurance coverage to take care of those you may leave behind. Your representative can help as you decide how much you need.

THE COST

(How is my premium determined?)

The premium amount of your survivorship policy is determined by the age, amount of coverage and health of the two people insured. You can pay flexible premiums as long as the monthly deductions are covered and your premiums qualify as life insurance under section 7702 of the Internal Revenue Code.

Remember, your needs will likely change over time, and your insurance policy may need to be updated to maintain the right level of protection and affordability for you and your family.

CUSTOMIZATION

(What are my options?)

Not all survivorship variable universal life insurance policies are the same. Some offer features and services to further enhance your policy. Some of these options are automatically available, while others are offered at an additional cost to you.

YOUR MONEY

(Can I access my policy's cash value?)

You have the ability to access your cash value through loans and withdrawals from your policy. There may be certain restrictions, and there may be a charge. (This assumes the policy qualifies as life insurance under section 7702 of the Internal Revenue Code and is not a modified endowment contract under section 7702A.)

THE BEST OF AMERICA PROTECTION SURVIVORSHIP® VUL

The details

PROTECTION SURVIVORSHIP VUL

(Tell me again, what am I buying?)

You can purchase The Best of America Protection Survivorship® VUL if you and the second insured are between the ages of 21 and 85, and seek permanent life insurance with flexible premium and death benefit options and the opportunity for cash accumulation. The maximum age may be lower depending on your underwriting class.

PROTECTION AMOUNT

(How much do I buy?)

The minimum coverage is \$100,000. The maximum depends on the individual characteristics of you and the second insured. You can increase or decrease your coverage once a year. Increases may be subject to additional underwriting.

THE COST

(How is my premium determined?)

The cost of insurance is deducted monthly and is based on your individual characteristics, policy specified amount and death benefit option. Fund management fees are based on funds you select within your policy. Other charges include:

- Premium charge including sales charges: on a current basis, 7.5% of premium in years 1 – 15, and 5.5% in years 16 and beyond (guaranteed not to exceed 7.5% in years 1 – 15 and 6.0% in years 16 and beyond)
- Administrative charge: currently \$5 a month; guaranteed not to exceed \$7.50
- Mortality and expense charges are used to offset the risk of insuring you and the other person being insured and are guaranteed never to be higher than 0.80% in years 1 – 15 and 0.30% for years 16 and beyond; deducted from the variable account on a monthly basis
- Monthly per-thousand charge: based on younger insured issue age and base coverage amount in years 1, 2 and 3
- Surrender charge: gradually declines to zero after 14 years

CUSTOMIZATION

(What are my options?)

For an additional charge, you may be able to customize your policy with the following riders (not available in all states). See the prospectus that accompanies this brochure for more details.

- Adjusted Sales Load rider: eases the impact of fund loads by replacing them with a fee spread over several years
- Estate Protection rider: helps pay extra taxes due if you and your spouse die soon after gifting your policy to a trust
- Policy Split Option rider: allows the policy to be exchanged for two individual policies if, for example, the estate tax is abolished or you and your spouse split up

Provided at no cost to you:

- Policy Continuation Provision: protects your policy from lapsing as long as premium requirements are met (availability varies by state)

YOUR MONEY

(Can I access my policy's cash value?)

You'll have access to your money when you need it through low-interest loans and/or partial withdrawals:

- Loans are permitted in all years; see the prospectus for interest rates and limits
- Partial withdrawals are allowed after the first year but must not reduce your policy's specified amount below required minimum specified amount

If the owner decides to fully surrender the policy, the charge will vary by individual characteristics of the two insureds. The surrender charge declines to zero after 14 years.

Keep in mind that loans and partial withdrawals will reduce any death benefit payable to your beneficiaries and may be subject to surrender charges. If your contract were to lapse with a loan outstanding, the loan amount may be treated as a distribution and be subject to income tax.



WHAT HAPPENS NEXT?

If you decide that Protection Survivorship VUL is right for you, the underwriting process begins. This simply means that we start the paperwork on your policy. Your Nationwide® representative will have some forms for you to sign and may need to ask you a few medical questions. Depending on the amount of insurance you apply for, a medical

professional may contact you to schedule checkups, including height, weight and other basic medical information. The checkup is often done in your own home. After your application is approved, you will receive your policy. You might want to file this with other important documents and notify your beneficiaries.



Nationwide[®]
On Your Side

All individuals selling this product must be licensed insurance agents and registered representatives.

The Best of America Protection Survivorship[®] Variable Universal Life is issued by Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company, Columbus, Ohio, members of Nationwide Financial[®]. In NY only: Nationwide Life Insurance Company. The general distributor is Nationwide Investment Services Corporation, member FINRA. In MI only: Nationwide Investment Svcs. Corporation. Nationwide Life Insurance Company is a subsidiary of Nationwide Financial Services, Inc., a publicly traded holding company.

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Policy/Certificate: VLO-0703, VLO-0703-36, VLO-0703-42

Oklahoma Policy/Certificate: VLO-0703-35

Riders: VLO-428, VLO-0429

Oklahoma Riders: VLO-428, VLO-429

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