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Advisors



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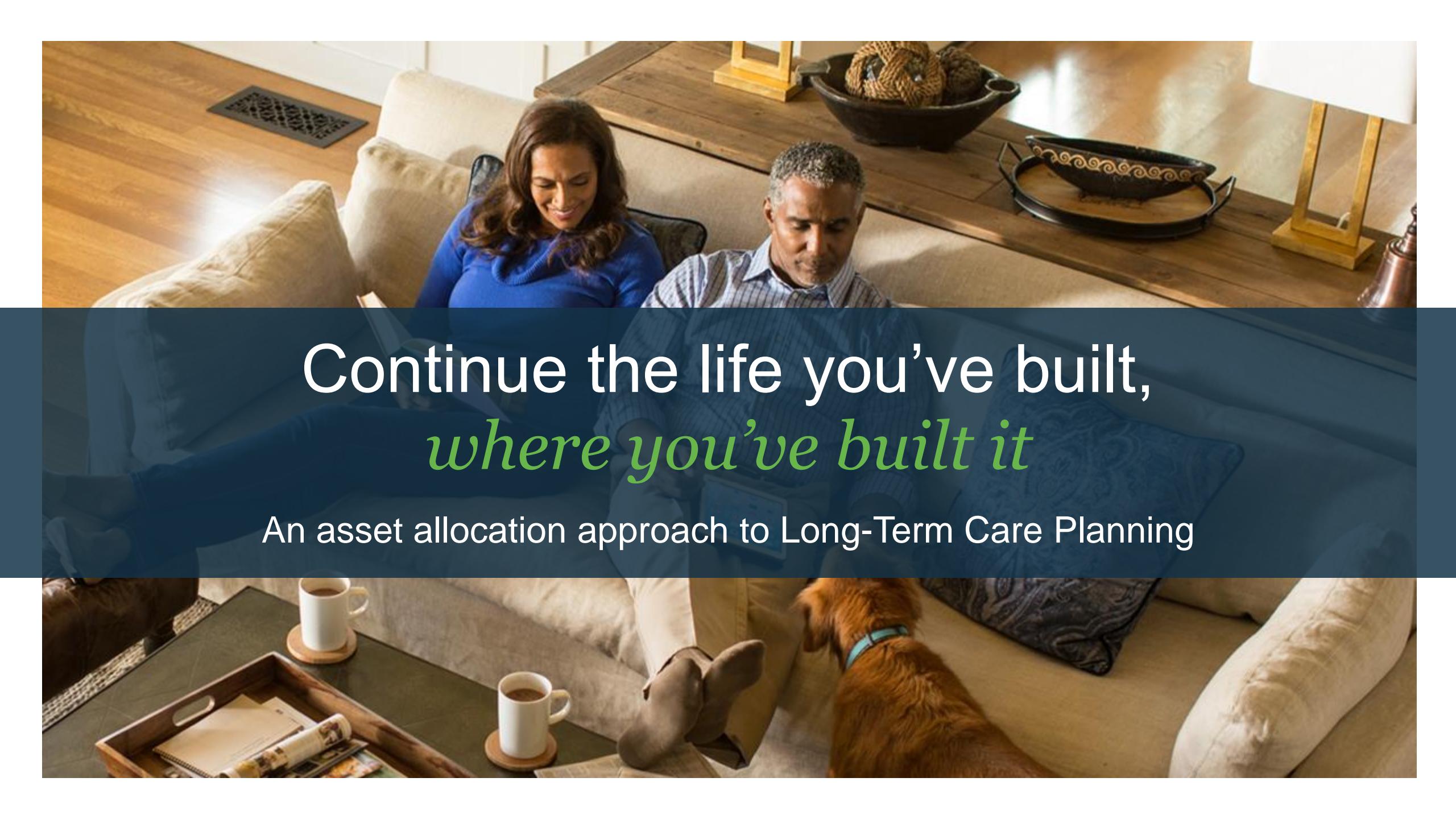
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Continue the life you've built,
where you've built it

An asset allocation approach to Long-Term Care Planning

Important information

When choosing a product, make sure that life insurance and long-term care insurance needs are met. CareMatters II is not intended to be a primary source of life insurance protection, so make sure life insurance needs have been covered by appropriate products. Because personal situations may change (i.e., marriage, birth of a child or job promotion), so can life insurance and long-term care insurance needs. Care should be taken to ensure these strategies and products are suitable. Associated costs, as well as personal and financial objectives, time horizons and risk tolerance should all be weighed before purchasing CareMatters II. Life insurance, and long-term care coverage linked to life insurance, has fees and charges associated with it that include: costs of insurance, which vary based on characteristics of the insured such as sex, tobacco use, health and age; and additional charges for riders that customize a policy to fit individual needs.

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

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. Policy guarantees and benefits are not backed by the broker/dealer and/or insurance agency selling the policy, nor by any of their affiliates, and none of them makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Nationwide CareMatters II is a cash indemnity product that pays LTC benefits when the insured person is certified to have a qualifying condition and a need for LTC services. Bills and receipts showing actual expenses do not have to be submitted for payment of benefits once a claim has been approved. Each year, the policyowner can receive, tax free, the greater of the HIPAA per diem amount or actual LTC costs incurred. However, benefits may be taxable under certain circumstances. You may receive, tax free, the greater of the HIPA per diem in the year of your claim or your actual qualified LTC expenses incurred. Taxpayers should consult with their tax and legal advisors about their specific situation.

Keep in mind that the payment of long-term care rider benefits, as an acceleration of the death benefit, will reduce both the death benefit and cash surrender value of the policy. Additionally, loans and withdrawals will also reduce both the cash value and the death benefit. Care should be taken to make sure that life insurance needs continue to be met even if the rider pays out in full or after money is taken from the policy. There is no guarantee that the rider will cover the entire cost for all of the insured's long-term care, as this may vary with the needs of each insured. Nationwide pays the long-term care benefit to the policyowner; there is no guarantee the policyowner will use the benefit for long-term care expenses if the policy is owned by someone other than the insured.

The Policy this Rider is attached to is non-cancellable. This means that you have the right, subject to the terms of your Policy, to continue your Policy provided you pay your Scheduled Premium on time. Nationwide cannot change any of the terms of your Policy on its own and cannot change the Scheduled Premium.

Important information (continued)

CareMatters II has exclusions, limitations, reductions of benefits and terms under which the product may be continued in force or discontinued. For more details on cost and coverage options, contact your insurance professional.

The insurance professional or company may contact you in response to your request for additional information.

Approval for coverage under the policy and riders is subject to underwriting and may require a medical exam.

Nationwide CareMatters II may not be available in every state. Please contact Nationwide to determine product availability in your state.

The information contained herein was prepared to support the promotion, marketing, and/or sale of life insurance contracts, annuity contracts and/or other products and services provided by Nationwide Life and Annuity Insurance Company.

The Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted (the "Index"), is maintained by the U.S. Bureau of Labor Statistics. Nationwide's use of the Index is not sponsored, endorsed or promoted by the U.S. Bureau of Labor Statistics, the U.S. government, or any of its agencies. Inclusion of the Index in an insurance product is not a recommendation by the U.S. government to buy such a product. Neither the U.S. government nor the U.S. Bureau of Labor Statistics guarantees the adequacy, accuracy, timeliness or the completeness of Nationwide's use of the Index.

The actual rate of inflation in long-term care costs may be different than the experience of the Index.

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

Nationwide, the Nationwide N and Eagle, Nationwide is on your side and Nationwide CareMatters II are service marks of Nationwide Mutual Insurance Company.
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(02/20)

Spend the future with those who matter most



77%

of people would
prefer to receive care
in their own home.¹

¹“Long-Term Care Study Among U.S. Adults Ages 50 and Older,” conducted by The Harris Poll on behalf of the Nationwide Retirement Institute (2017). This online survey was conducted from September 13 – 27, 2017, among 1,214 adults ages 50 and older.

What is long-term care (LTC)?

Types of care and locations



Informal care



Home health care



Community care

When do you need LTC?

**Severe
cognitive
impairment**

— or —

**When you need
help with multiple
(usually 2 or more)
activities of daily
living (ADLs)²:**

Bathing

Dressing

Using the toilet

Transferring
(to or from bed or chair)

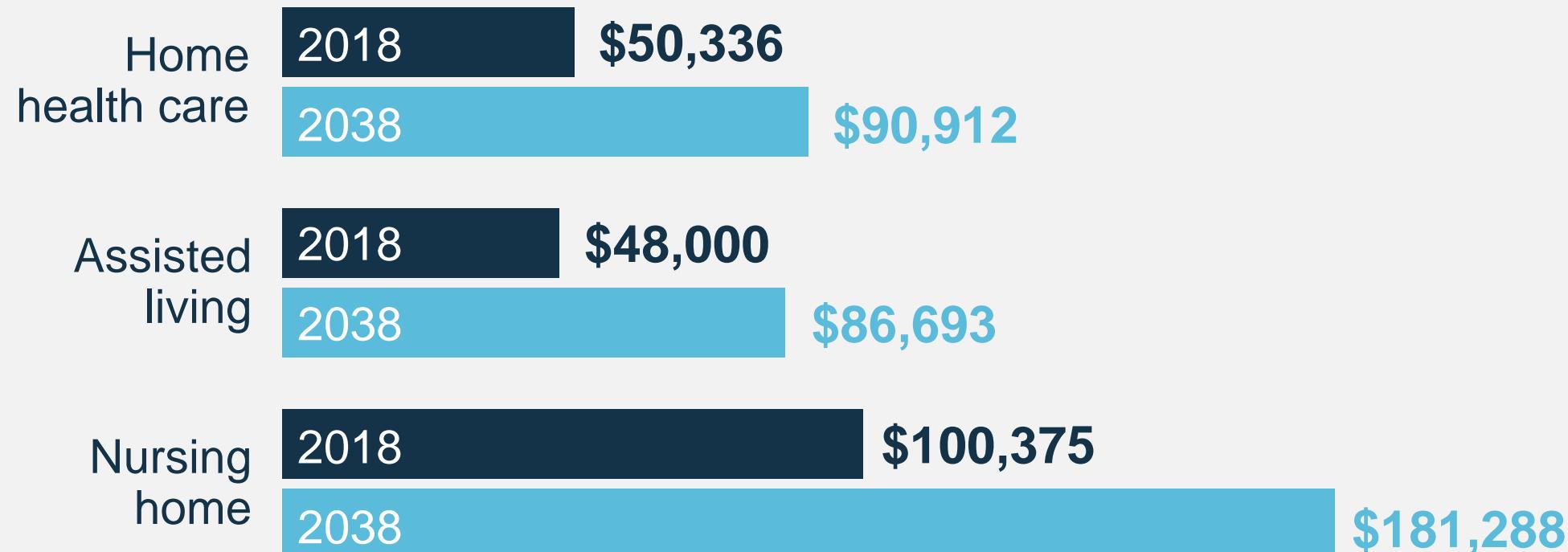
Caring for incontinence

Eating

²“What is long-term care?” U.S. Department of Health and Human Services, <https://longtermcare.acl.gov/the-basics/what-is-long-term-care.html> (October 10, 2017).

Costs associated with LTC

Costs are expected to increase substantially in the next 20 years³



All amounts paid annually

³ Cost of Care Survey tool, Genworth, <https://www.genworth.com/aging-and-you/finances/cost-of-care.html> (June 2018).

Misconceptions about LTC



Health insurance

Does not cover long-term care expenses



Medicare

May cover a portion of long-term care costs, but only up to 100 days; requires a three consecutive-day stay in a hospital under treatment, as well as other qualifiers



Medicaid

Covers long-term care expenses for individuals with countable assets of \$2,000 or less (varies by state); care may be limited to a nursing home

None of these cover:

Assisted living facilities

Many home health care costs

Adult day care services

Plan now for more options later



Some things to consider:

Do you have the financial resources to help you stay in your own home?

How would you like your family to be involved in your care?

What impact will providing care for you have on your family?

Ways to help pay for LTC



Life insurance
policies with a rider



Linked-benefit
policies



Stand-alone
policies

How LTC benefits are paid

Reimbursement	Cash indemnity ⁴
Bills and receipts must be submitted every month	No need to submit monthly bills or receipts once your claim is approved
Each month, you must wait to see what services qualify; the insurance company sends a check for only what's covered	You may elect to receive up to 100% of your available monthly cash benefit
Services not covered under your policy will need to be paid for as out-of-pocket expenses	You can use your monthly cash benefit without restrictions from the insurance company
	Unused monthly benefits can be saved in a personal checking or savings account for use in the future ⁵



**Nationwide CareMatters II
is a
cash indemnity plan.**

⁴ Benefits may be taxable under certain circumstances. Please consult your tax advisor.

⁵ Benefit planning decisions can be complex and have consequences. Please consult your LTC benefit planning advisor.

Hybrid Policies



Designed for



Familiarity

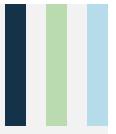


Choice



Flexibility

Cash Indemnity Hybrid Policies



Familiarity – *Care where you're most comfortable*



Home sweet home⁶



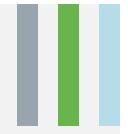
Premium and benefits
you'll always recognize⁷



A guaranteed
death benefit⁶

⁶ Under certain circumstances, benefits may be taxable. Please consult a tax advisor.

⁷ This assumes all premium payments have been made as scheduled at policy issue and no loans or partial withdrawals are taken.



Choice

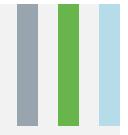


Multiple payment options

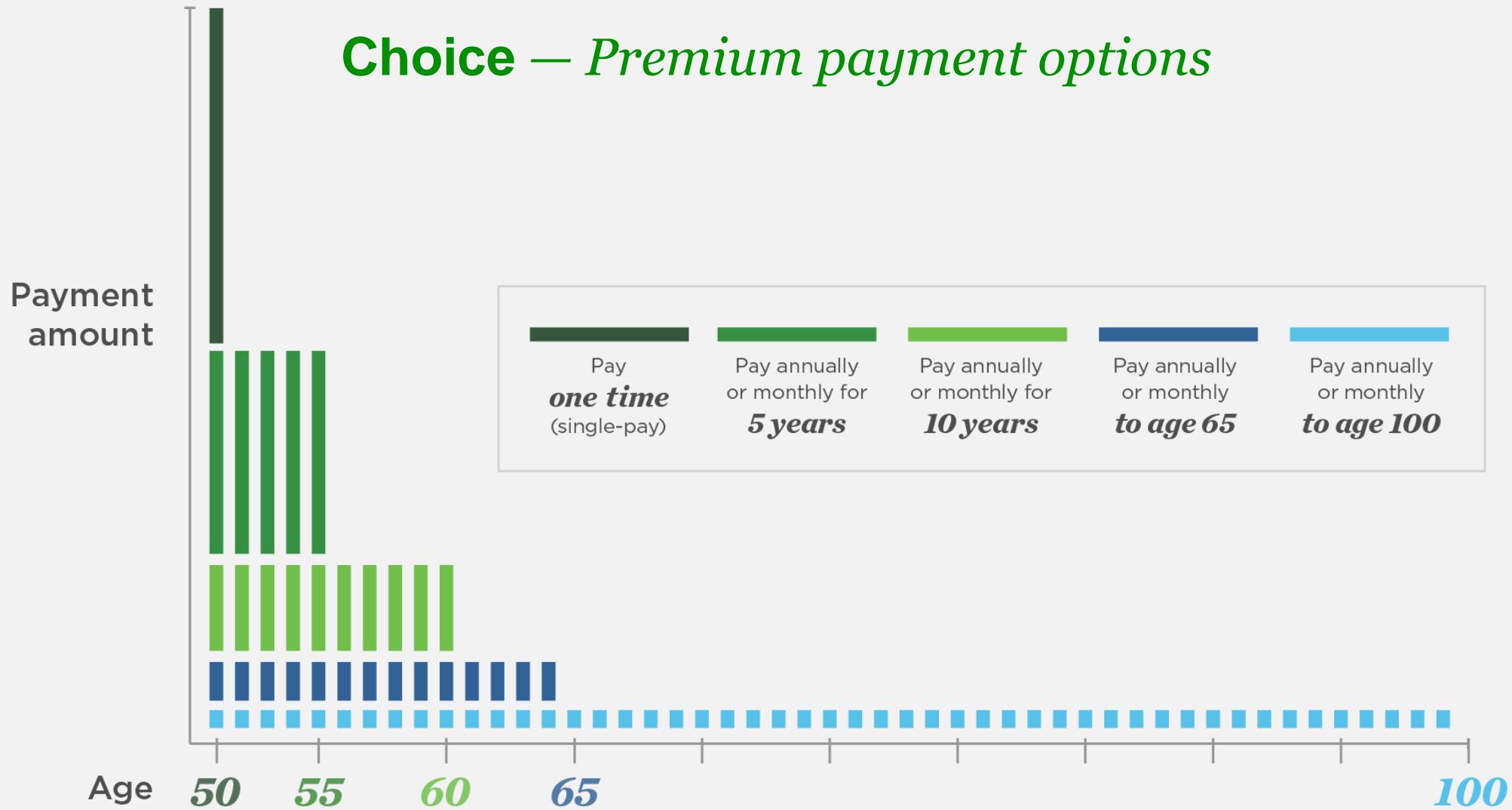


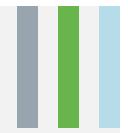
Inflation protection options

Hybrid Policy

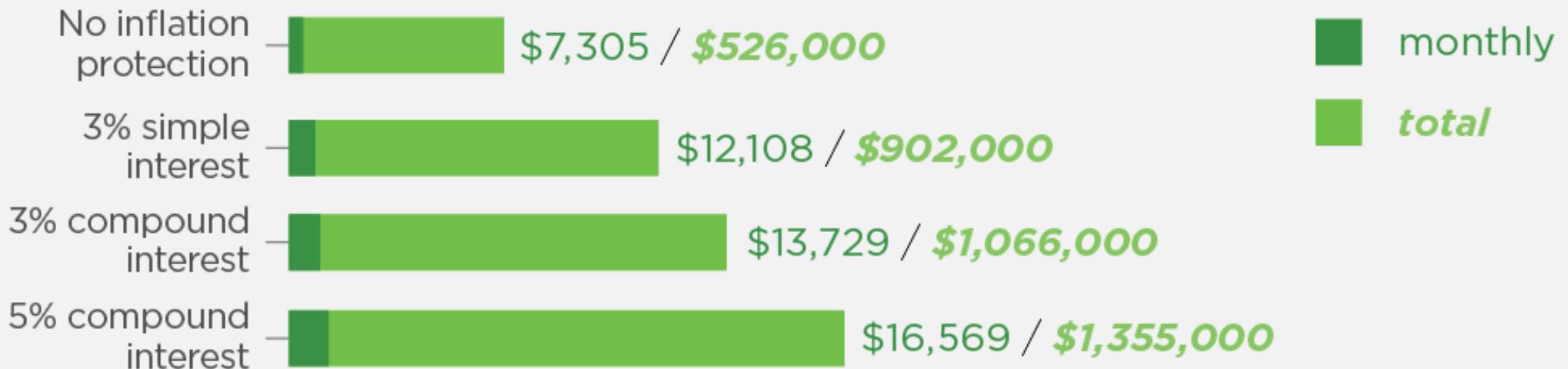


Choice – Premium payment options



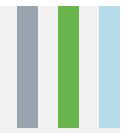


Choice – *Inflation protection options⁸*



Monthly and total long-term care benefits amounts at age 80

⁸ This is a hypothetical example of a policy underwritten on a 42-year old male with Nontobacco Couple rating and a 6-year benefit period. Total benefit amount is based on a long-term care claim beginning at age 80 with monthly pay to age 100 and Minimum Refund of Premium with option. For more detailed information regarding Refund of Premium options, please consult your financial professional.



Choice – *Inflation protection options⁹ (continued)*

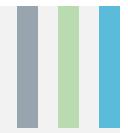


Monthly and total long-term care benefits amounts at age 80

⁹ This is a hypothetical example of a policy underwritten on a 42-year old male with Nontobacco Couple rating and a 6-year benefit period. Total benefit amount is based on a long-term care claim beginning at age 80 with monthly pay to age 100 and Minimum Refund of Premium with option. For more detailed information regarding Refund of Premium options, please consult your financial professional.

¹⁰ Under this option, the Maximum Monthly LTC Inflation Protection Rider Benefit Amount is based on the greater of the fixed 2% LTC Roll-Up Benefit ("At least") and the experience of the **Medical Care Component of the Consumer Price Index for All Urban Consumers, Unadjusted** (subject to a floor rate of 0% and a cap rate of 6% ("as much as")). The average assumes a 3.64% average based on a 30-year lookback on the index ("Average").

Hybrid Policy



Flexibility



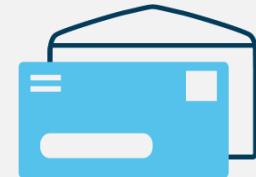
Choose the care and services that are right for you^{11,12}



If you never need care, your heirs receive a death benefit¹³



Your asset remains liquid¹⁴



Eliminate monthly paperwork¹⁵

¹¹ Benefits may be taxable under certain circumstances. Consult your tax advisor.

¹² With respect to family care, the plan of care prepared by your U.S.-licensed health care practitioner must state that care from family or other informal caregivers is appropriate.

¹³ The death benefit may be reduced by outstanding loans, unpaid monthly deductions and partial surrenders.

¹⁴ This feature is subject to a vesting schedule and the benefit options selected.

¹⁵ The insured must continue to meet LTC claims requirements.

Hybrid Policy

Linked benefit – *it's built on a life insurance policy, which means:*



Your benefit is available immediately and is guaranteed by Nationwide®



The LTC benefit is generally tax free¹⁶



There is a tax-free death benefit for your beneficiaries

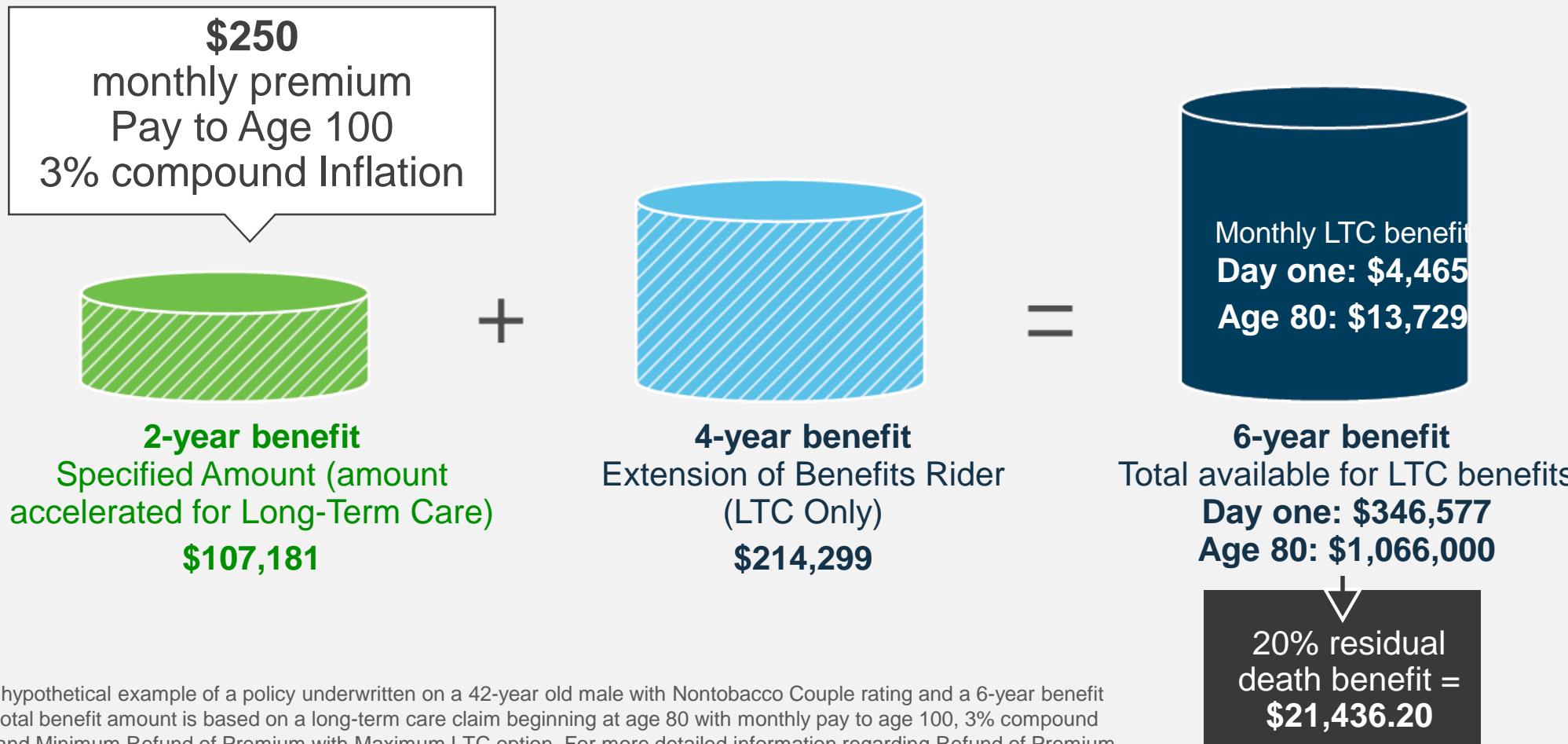


The policy builds up a cash value, which you can access¹⁷

¹⁶ HIPAA specifies that the daily rate is \$370 (\$11,100 a month) in 2019, and it is indexed to inflation.

¹⁷ However, doing so will reduce your future LTC benefit and the death benefit of the policy. The amount and availability is based on contract options selected.

How It Works



Care Coordination

*Designed to help provide
referrals when you need help with the following¹⁸:*

Tools to allow your family to
coordinate care

Caregiver support

Home care and housing options

Assisted living or nursing homes

Adult day care

Memory and Alzheimer's care

Meal and nutrition services

Safety and adaptive equipment

Transportation

¹⁸ The company that currently provides professional consultation services through the Nationwide Care Guide Network is a member of The National Association of Geriatric Care Managers. This service provider is not affiliated with Nationwide Life and Annuity Insurance Company or its subsidiaries. The service provider and the Nationwide Care Guide Network may be changed or discontinued at any time.

Next steps |



Talk with your insurance or
investment professional today.



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MORE RESOURCES

Upcoming Webinars

Thursday, November 5 @ 10 AM

Recovery Update: In-Depth Overview of the PPP Forgiveness Application

Tuesday, November 10 @ 10 AM

The Year of the Pandemic: Insights from the Frontlines

Visit **Sax's COVID-19 Resource Center** found on **SAXWA.COM** to register for webinars and for on-going information and resources.