



Nationwide® underwriting

# Nationwide® Executive Advantage

Nationwide® Executive Advantage is a streamlined underwriting program up to **\$20 million** face amount to help meet the needs of your busiest clients. The process parameters are as follows:

## Product eligibility

- **Face amounts:** Up to **\$20 million**<sup>1</sup>
- **Products:** Nationwide IUL Accumulator and VUL Accumulator products<sup>2</sup>
- **Death Benefit Option (DBO)**<sup>3</sup>: Level or increasing
- **Long-Term Care Rider:** Up to \$1.5 million

## Eligibility

- **Clients:** Highly compensated executives ages 30 to 60 with an annual income of \$150,000+<sup>1</sup>
- **Citizenship:** U.S. citizens or permanent (10-year) green card holders
- **Medical history:** No significant medical impairments
- **Risk classes available:** Preferred Plus, Preferred, Standard Plus and Standard
- **Distribution:** Agency, BGA and Producer Group

## Spouse eligibility

- A spouse may participate up to 50% of the amount of the applicant if the spouse qualifies medically and financially

## Requirements<sup>4</sup>

- e-applications only
- MIB, MVR, pharmacy check and other digital data
- Financial questions and/or Personal Financial Supplement for amounts < \$10,000,000.
- 3rd party financials for amounts > \$10,000,000
- An APS that includes a physical and labs OR an executive physical within the last twelve months<sup>5, 6</sup>
- Special remark noting Executive Advantage program on application

<sup>1</sup> Amounts over \$10 million require a minimum net worth of \$5 million.

<sup>2</sup> Product eligibility includes Nationwide IUL Accumulator II 2020; Nationwide YourLife IUL Accumulator (New York only) and Nationwide VUL Accumulator.

<sup>3</sup> Any DBO switch from Option 1 to Option 2 after the policy is placed in force is subject to Nationwide approval and/or underwriting.

<sup>4</sup> Certain medical histories/conditions and high-risk occupations will be selected for traditional underwriting.

<sup>5</sup> For ages 40 and up and amounts over \$10 million, an EKG completed within the past 12 months is required.

<sup>6</sup> If an APS, Executive Physical and EKG is unavailable a current insurance exam, labs and EKG will be required.

## Getting started

Complete a brief online application for your client. You will also need to include a note indicating that this is a submission under the Nationwide Executive Advantage program.

Provide personal and health information electronically through a secure and easy online process:

- A secure link to the online interview will be emailed to your client and reminder emails will be sent until the online interview is completed

## What to expect during your client's personal and health question interview

The interviewer may already have background information about your client's prescription and driving history pulled from prescription database and motor vehicle reports. During the call, your client will answer questions to provide their personal and medical history, including details such as:

- Verification of the client's Social Security number
- Family history of their parents and siblings (including current age and health concerns or age at death and cause of death)
- Physicians' names, addresses and telephone numbers
- Medical conditions (including dates of treatment)
- Prescribed medications (including dosages)
- Driving history
- Citizenship and/or immigration information
- Alcohol and/or tobacco usage

Your client will have the flexibility to start, stop and continue throughout the process. The online interview is mobile-friendly, so your client can choose to fill it out at home or on the go. When completed, the client will e-sign through DocuSign. If your client needs help, phone support is available.

Nationwide reserves the right to order additional requirements depending on medical and financial insurability.



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