



1. Purpose

The purpose of this document is to outline common questions, scenarios, and requirements regarding the Nationwide suitability review. Please note that this is not a comprehensive list, but rather commonly requested points of clarification. Not for use for NSLLC business.

2. Suitability Checklist

Customer Profile for Fixed Annuity Products (FAF-0582AO, FAF-0109AO (non-fillable))

- All sections must be completed
- Section 8 Surrender - Year 1 Surrender Charge % is the percentage during the first year of the contract
- Section 13 - Completed rows for each type of liability
- Section 14 - The value of the annuity being purchased should be included in Total Non-Liquid Assets (14c) and Total Net Worth (14e)
- Section 25 - If the funds have been in the funding account less than 13 months, please provide details in P4 and include the previous account statement
- Section 27c - Complete if replacing a product with income rider and purchasing an income rider with Nationwide, at the client's expected age when taking income (27a)
- Section 28b - Complete with annuitization amount if an annuity replacement and purchasing a SPIA with Nationwide, with the same selected payment option and frequency
- The Financial Professional Statement section must provide fair and balanced advantages and disadvantages of any replacement or exchange. It is important to include any specific benefits, riders or loss of income when outlining information in P2 of the Suitability form
- Complete all customer acknowledgments on page 4
- Form signed and dated on or before the application date

Insurance Agent (Producer) Disclosure for Annuities (FAF-0584AO) Required

- All sections must be completed
- Form signed and dated on or before the application date

Additional Suitability Considerations

- Please provide recent, complete quarterly/annual statements for all associated accounts if the source of funds is a securities-based or insurance product
 - If replacing an annuity to purchase an immediate annuity with Nationwide, please provide an annuitization quote from the contract being replaced
 - Pension Election Documents (Defined Benefit plan) income comparison required if purchasing an income rider or immediate annuity
- Inherited/beneficially-owned annuity contracts used to purchase new annuity contracts are considered replacements and should be treated as such for suitability purposes. The submission should reflect a replacement and the existing and proposed products should be compared accordingly
- Alterations/corrective fluid use must be initialed and dated by client
- If the application is being purchased in a Best Interest state, please ensure that all appropriate Best Interest training has been completed prior to the signature dates on all forms

Insurance Only Non-Solicitation Form (FAFF-0001AO)

Please complete this form when a variable securities-based product will be liquidated to fund a Nationwide fixed annuity product and your Financial Professional is an insurance only producer. Examples: Variable Annuity, Brokerage Account, 401(k), etc.

- Section 3, all boxes completed with account information (Insurer Name is Company Name)

*This is not a comprehensive list of good order requirements. Additional forms and information may be needed. For additional questions please contact your marketing partner or the Nationwide National Sales Desk at 1 800 321-6064.