



Soloist®  
Variable Annuity

Key Facts

# Invest for tomorrow — today

Soloist® Variable Annuity

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

# Destination: Retirement.

As you approach retirement, it becomes increasingly important to implement a retirement income strategy that allows you to plan now for what tomorrow may bring.



In 2016, **24%**  
*of baby boomers*  
**WERE CONFIDENT**  
*they had*  
**ENOUGH MONEY**  
*to last through retirement.<sup>1</sup>*

# Why continuing to invest for retirement may matter more than ever.

## People are living longer than ever before.

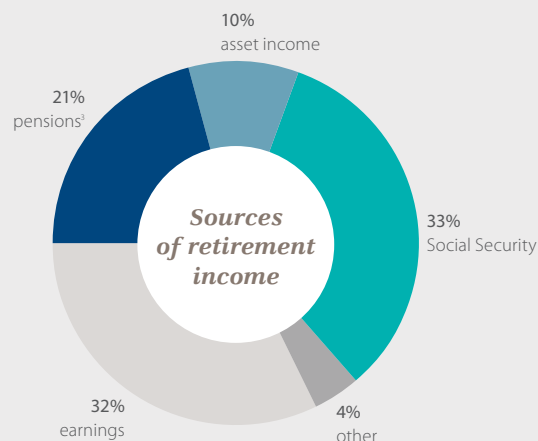
With life expectancy on the rise, people are living longer than ever before. And the length of time spent in retirement is increasing. In addition, over time, inflation increases along with health care costs, so your money may not buy as much in the future. This means you may need to save more, and the money you do save may need to last longer.

## Tomorrow may come sooner than expected.

The age at which people expect to retire has drastically changed. Many individuals expect to postpone their retirement and work longer to make up for retirement shortfalls. Unfortunately, many people may retire unexpectedly due to poor health or disability, changes at their company or needing to care for a spouse or family member. Add that to the rising life expectancy and this means you may need a source of income that will last while allowing you to continue to invest your money over time.

## Responsibility for retirement is shifting.

Pensions used to be a reliable source of retirement income. However, the burden of funding retirement is overwhelmingly shifting to the individual<sup>2</sup>. Whether it's through a 401(k) or other investments, you may need to take a more active role in your retirement than generations before.



<sup>2</sup> Income of the Aged Chartbook, 2014 Social Security Administration, Office of Research, Evaluation and Statistics (April 2016).

<sup>3</sup> Pensions include defined benefit and defined contribution plans.

# Plan for many tomorrows with Soloist®.

People are living longer and spending more time and money in retirement than ever before. So, you need a strategy that can help ensure you'll have the resources to keep up, no matter how long you live. That's where Soloist variable annuity may offer the most value. To fully understand the potential benefits, you'll want to start with the basics.

## What are variable annuities?

Variable annuities are long-term, tax-deferred investments you buy from an insurance company to help you save for retirement. They are called "variable" because their value fluctuates based on the performance of the underlying investment options you and your advisor pick.

## Some features of variable annuities:

### *Income*

A stream of income, available to you for a specified amount of time or for life, accessed either through systematic withdrawal or annuitization (at no extra cost).

### *Death benefits*

Offer an amount payable to your beneficiary should you pass away; may offer guaranteed increases or protection against investment loss.

### *Investment choices*

Access to a wide range of professionally managed investment options available only within variable annuities.

### *Tax deferral*

The potential for your investment to accumulate faster than taxable investments because you don't pay taxes on gains until you take a withdrawal.

See the chart details on page 5

## What limitations do annuities have?

When discussing variable annuities, it's important to note that they have limitations and aren't right for all investors.

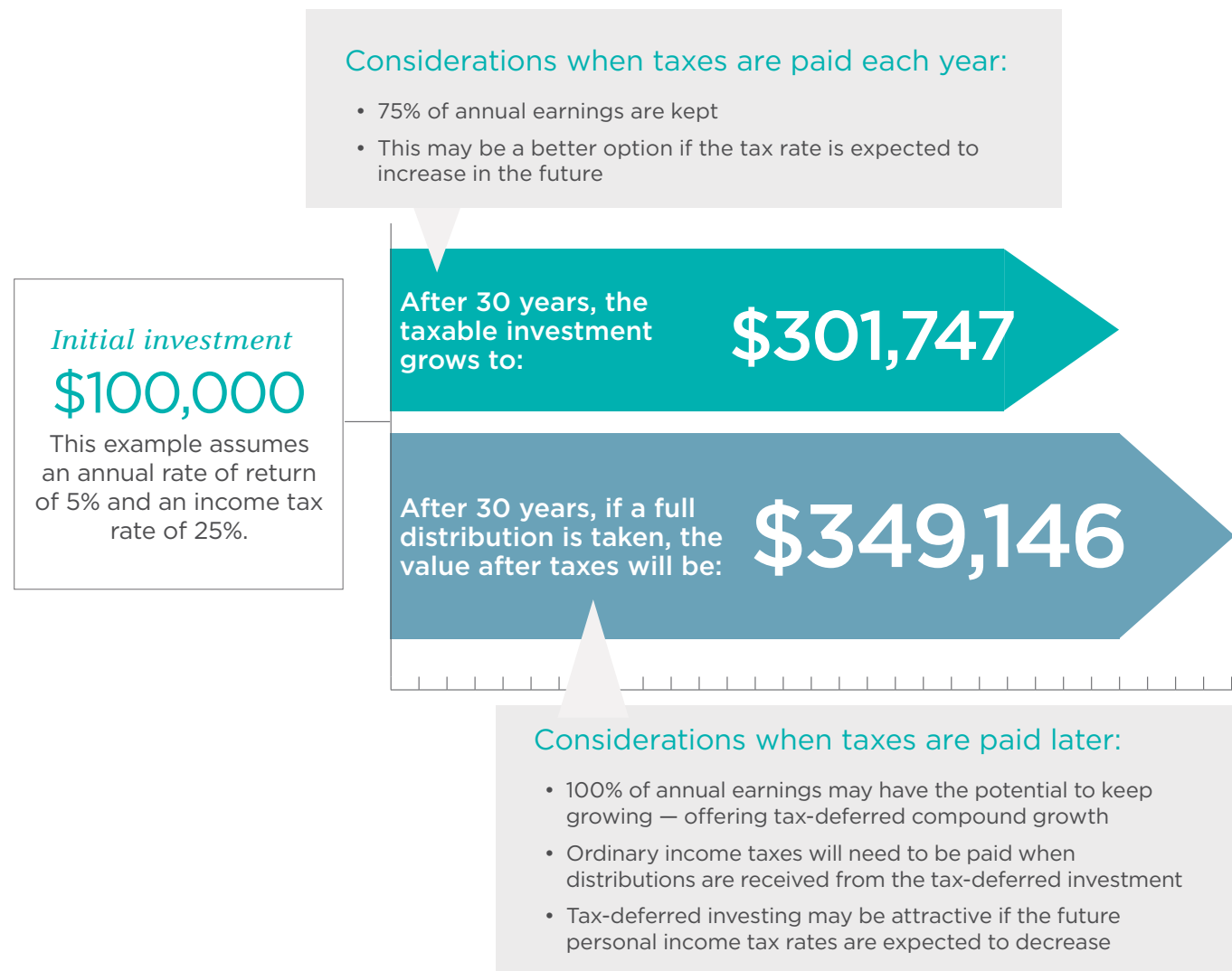
Withdrawals may trigger:

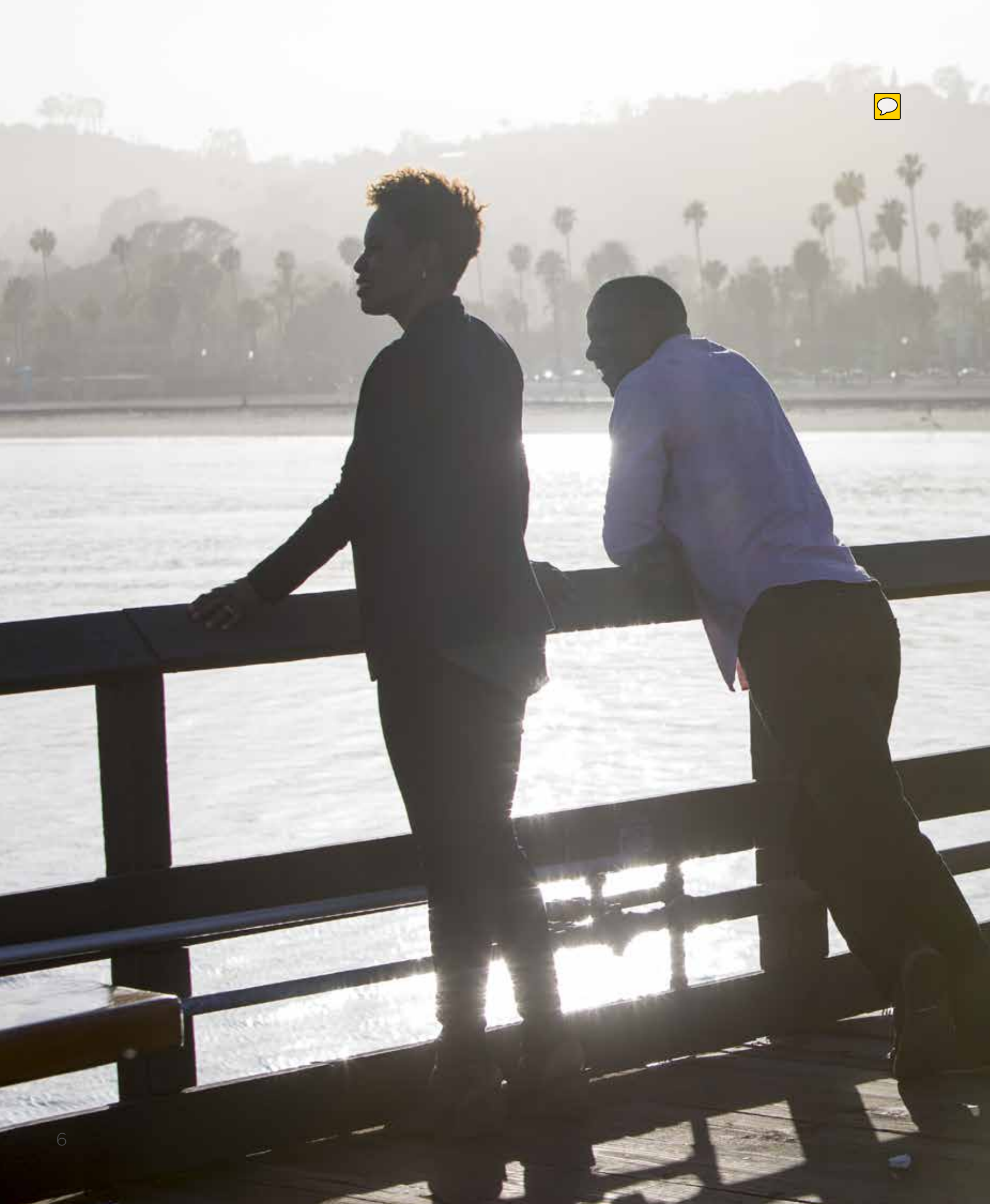
- Surrender charges (see page 6 for details)
- A 10% federal tax penalty in addition to ordinary income taxes if taken before age 59½
- A reduction in the amount of your death benefit and contract value

Any guarantees are based on the policy terms and conditions and are subject to the claims-paying ability of Nationwide Life Insurance Company. These guarantees don't apply to the performance of the underlying investment options, which are subject to investment risk, including possible loss of the money you've invested.

## The power of tax deferral

It can be difficult to determine how much money you'll need for the future. And coming up short is not an option you want to think about. Adding a tax-deferred investment to your portfolio may help you create more retirement income. In this example, we see the difference between a 30-year-old investor paying taxes now versus later.







# How Soloist<sup>®</sup> helps you manage risk.

No one can eliminate risk entirely. But Soloist offers some investment strategies that can help you better manage it. Just keep in mind that asset allocation, asset rebalancing and dollar cost averaging do not assure a profit or protect against loss in a declining market.

## ***Asset allocation***

With the help of your investment professional, you can build a diversified portfolio to suit your personal risk/reward preferences. You can select from a menu of individual investment options or pick an asset allocation fund for your portfolio.

## ***Automatic asset rebalancing***

To keep your portfolio consistent with your goals, this feature automatically rebalances your assets to your original allocation.

## ***Dollar cost averaging***

Make systematic investments from a money market, bond fund or fixed account option into a variety of growth-oriented options. This program can help you average out the market highs and lows.

Dollar cost averaging involves continuous investment in the security regardless of the fluctuating price levels. Investors should consider their ability to continue purchases through periods of low price levels.

## ***Guaranteed fixed account***

To help mitigate market risk, you can invest in a fixed account that pays a fixed rate of return and can help protect against loss of principal. Guarantees are subject to the claims-paying ability of Nationwide Life Insurance Company.

# Understanding Soloist<sup>®</sup>.

This variable annuity could offer you tax-deferred growth, investment choices and many other options. Your advisor can help you decide if Soloist could be a good addition to your investment strategy.

## Fees and expenses

- **Mortality and expense risk fee:** 1.25%
- **Administrative service charge:** 0.05%
- **Contract maintenance charge:** \$30 (this fee is deducted from your annuity account value on each contract anniversary date and on the date the full contract value is surrendered)
- Each purchase payment that remains in the account for less than seven years is subject to a contingent deferred sales charge (CDSC) based on the following schedule<sup>4</sup>.

<i>Years since deposit</i>	0	1	2	3	4	5	6	7
<i>Charge</i>	7%	6%	5%	4%	3%	2%	1%	0%

## Accessing your money

There are two ways you can withdraw money without incurring sales charges:

- Starting with the second year after a purchase payment has been made, you can make annual withdrawals of up to a maximum of 10% of any purchase payment
  - Free withdrawals are not cumulative; any unused portion of the maximum withdrawal percentage cannot be carried over to future years
  - If you withdraw more than the maximum 10%, the amount over those percentages may be subject to CDSC
  - Withdrawals of taxable amounts are subject to ordinary income taxes and, if taken prior to age 59½, a 10% federal tax penalty may apply
  - Withdrawals reduce the death benefit and the cash surrender values
- Taking required minimum distributions from an individual retirement annuity (IRA)

<sup>4</sup> CDSC is waived for Simple IRA.



## Investment options

Choose from a diversified lineup of more than 40 variable subaccounts offered by some of the world's leading money managers. Subaccounts are only available through variable insurance policies issued by insurance companies and cannot be purchased directly by the public.

A fixed account option is also available; assets are invested in the general account of Nationwide Life Insurance Company and can help protect against loss of principal.

No matter how many investment options you choose, you pay no initial sales charges on your purchases, and as your needs change, you can make transfers between the subaccounts without tax consequences. Just keep in mind that asset management fees and contingent deferred surrender charges may apply. To learn more, please see your prospectus.

## Retirement income options

You may annuitize the contract to create an income stream with no surrender charge after the second contract year (one year in New York and Florida). Fixed or variable payments are available. The fixed payment options are guaranteed to remain constant:

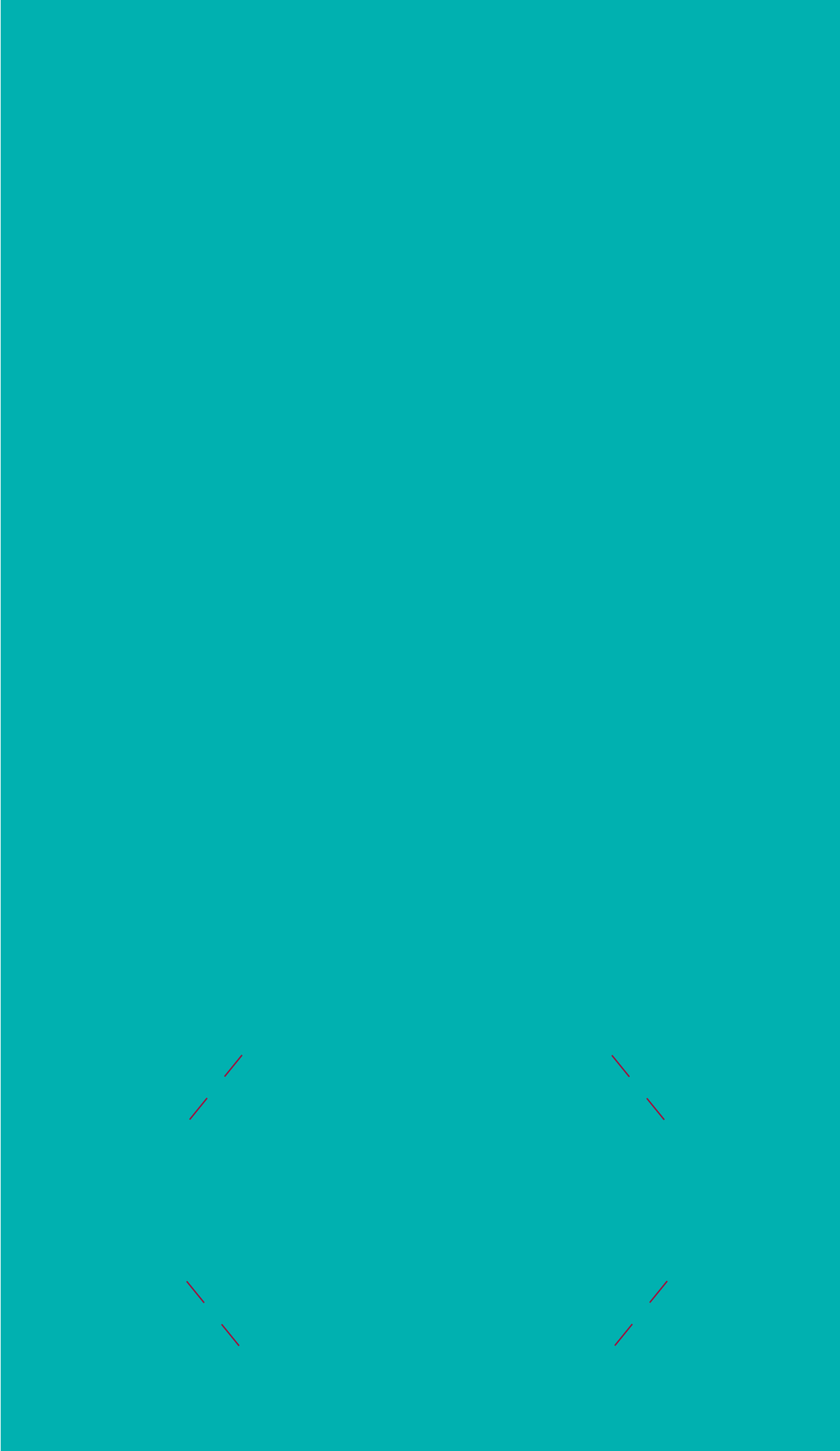
- **Lifetime income:** monthly payments for the rest of the annuitant's life
- **Lifetime with period certain:** monthly payments for life and guaranteed for a minimum period; if the annuitant dies before the end of the minimum guarantee period, the beneficiary will receive payments for the rest of the period
- **Joint and survivor:** monthly payments for the rest of the annuitant's life plus a designated, second individual's life

### Protection for your beneficiaries

If the annuitant dies before his or her 75th birthday and before annuitization, the beneficiary will receive the greater of:

- The contract value, or
- The total of all purchase payments made to the annuity, less adjustments for amounts surrendered; any adjustment for amounts surrendered will reduce the death benefit in the same proportion that the contract value was reduced on the date of partial surrender

If the annuitant dies on or after his or her 75th birthday and prior to annuitization, the death benefit will equal the contract value.





## Get started with Soloist.

Talk to your advisor to learn more about how Soloist can help you build a retirement strategy that fits your needs and lifestyle.



**Nationwide®**  
is on your side

This material is not a recommendation to buy, sell, hold or roll over any asset, adopt an investment strategy, retain a specific investment manager or use a particular account type. It does not take into account the specific investment objectives, tax and financial condition or particular needs of any specific person. Investors should work with their financial professional to discuss their specific situation.

**Variable products are sold by prospectus. Both the product prospectus and underlying fund prospectuses can be obtained from your investment professional, by visiting [nationwide.com](http://nationwide.com) or by writing to Nationwide Life Insurance Company, P.O. Box 182021, Columbus, OH 43218-2021. Before investing, carefully consider the fund's investment objectives, risks, charges and expenses. The product prospectus and underlying fund prospectuses contain this and other important information. Read the prospectuses carefully before investing.**

Soloist is issued by Nationwide Life Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA.

Soloist is a service mark of Nationwide Life Insurance Company. Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. © 2017 Nationwide

Contract/Certificate: APO-1293-3, APO-1293-3A, APO-1293-4

Oklahoma Contract: APO-1293-3A-36

NFM-1587AO.12 (09/17)