




**Nationwide**<sup>®</sup>  
is on your side

Estate planning

Client guide

The right plan can  
make everything easier





Some surprises in life are good, like winning the lottery or unexpectedly running into an old friend. But what happens to your money when you're gone shouldn't be a surprise to anyone. That's why it's important to have a plan. Let your insurance or investment professional help you manage and organize every detail of your estate plan so there are no surprises.

## What we'll be discussing today

We've put together a guide to answer some common questions about the basics of estate planning, including:

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While you're putting together your plan, you might have tax or legal questions. You should consult with your tax or legal advisor for guidance on your specific situation.

Be sure to choose a product that meets long-term life insurance needs, especially if personal situations change — for example, marriage, birth of a child or job promotion. Weigh the costs of the policy, and understand that life insurance has fees and charges that vary with sex, health, age and tobacco use. Riders that customize a policy to fit individual needs usually carry an additional charge.

## What is an estate plan, and who should have one?

Many people think estate plans are just for the wealthy, but actually, all people have estates. Because your estate consists of your home and other assets, an estate plan would simply ensure that these assets are distributed the way you want after you're gone.

With this in mind, anyone – regardless of net worth – who would like a say in what happens to their assets after their death should have some form of estate plan. Having a plan in place allows your wishes to be honored and minimizes legal difficulties and confusion for your heirs.

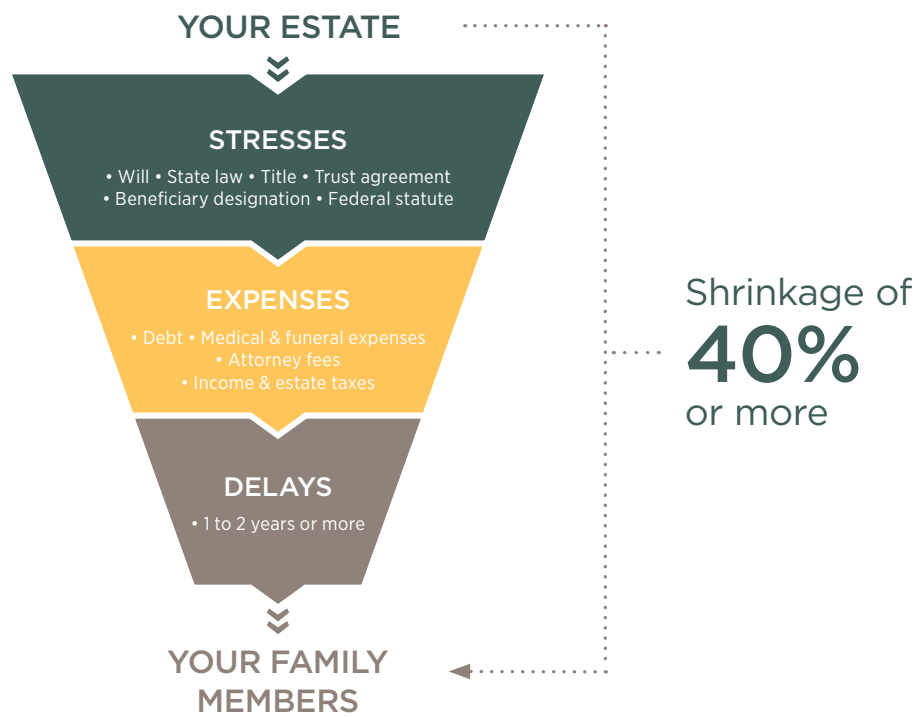
### **Here are just some of the items that can be included in your estate:**

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- Cash
- Savings
- Bonds
- Furniture
- Cars
- Jewelry
- Houses
- Farms or ranches
- Land
- Rental properties
- Businesses
- Life insurance
- Social Security benefits
- Disability benefits
- Retirement savings
- Collections such as art, coins or stamps

# What can an estate plan help you accomplish?

In addition to making sure your assets are distributed the way you want, an estate plan can also help you reduce stress, expenses and delays for your family members as they settle your estate.



And having an estate plan can be as helpful during your lifetime as it is after you're gone.

## During your lifetime, an estate plan allows you to:

- Identify who will make financial and medical decisions if you're ever incapacitated
- Give direction about life-support measures you may or may not want taken in the event of a terminal illness

## Upon your death, an estate plan:

- Names guardians for your children
- Describes exactly how you'd like your assets distributed
- May enable you to reduce the effect of estate and gift taxes
- May help your heirs avoid probate court and the lengthy probate process

## How does an estate plan work?

There are many strategies designed to create, enhance or preserve your assets. Some strategies involve the use of a trust and/or a life insurance policy. Others take advantage of particular tax laws. Finally, some use financial products that can affect how certain assets are taxed.

All of these strategies require the assistance of a qualified estate planning attorney, who will be able to offer guidance on which approaches are best for your particular needs and situation. And depending on your particular circumstances, you might also need a CPA and a valuation expert.

When you're thinking about financial products and how they fit into your plan, keep in mind that the product or strategy should be suitable for you in the long term. Before you make a purchase, you should weigh your objectives, time horizon and risk tolerance as well as any costs. Also, your plan should change as your personal or financial situations change.

Nationwide® and its representatives do not give legal or tax advice. An attorney or tax advisor should be consulted for answers to specific questions.



## What elements go into an estate plan?

An estate plan can be as simple or complex as your situation warrants. All forms of estate planning will require the assistance of a legal or financial professional.

Here are some common elements included in many estate plans.

### **Will**

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Details exactly how you'd like your assets and property distributed

### **Power of attorney**

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Establishes procedures for handling your finances if you're unable to do so

### **Living will and/or health care power of attorney**

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Provides instructions on medical interventions and identifies a trusted individual who can make decisions on your behalf

### **Trust**

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Establishes a legal arrangement for holding and transferring property and assets

### **Letter of instruction**

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Communicates information that may not be covered elsewhere in the estate plan, such as funeral arrangements

### **Emergency information**

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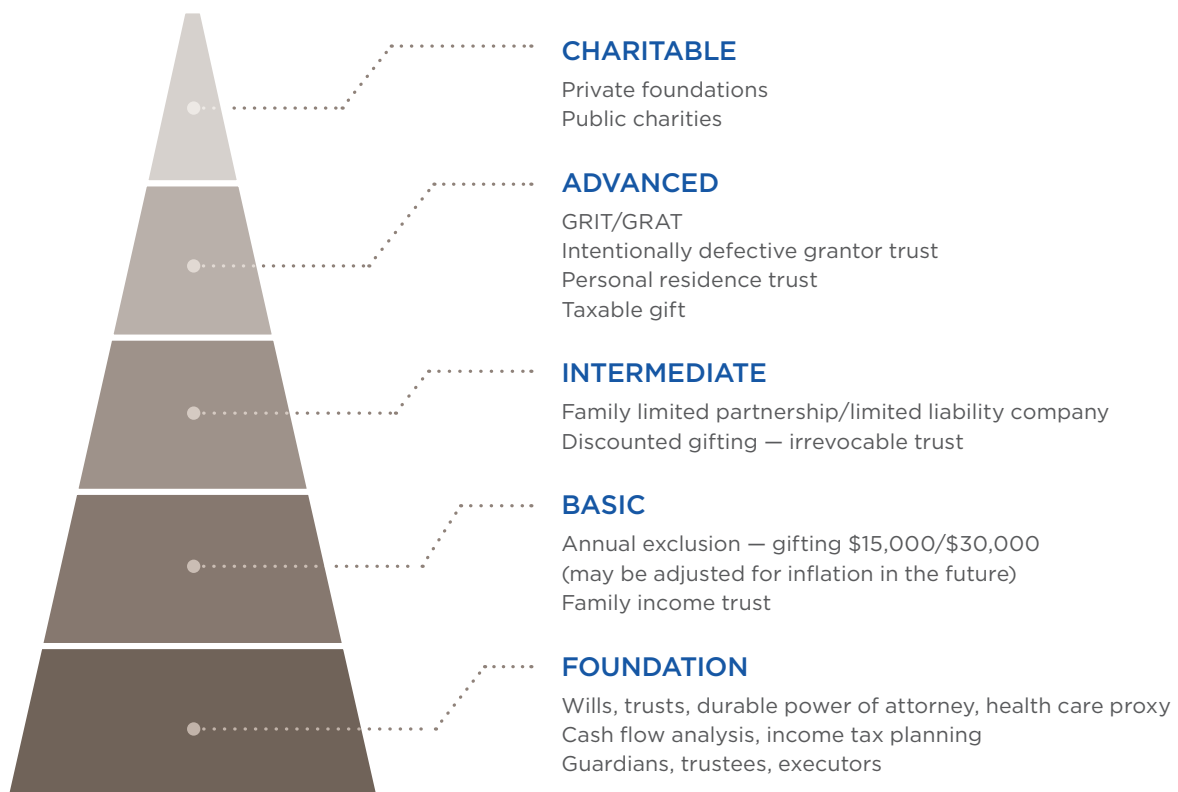
Lists contact information (lawyer, financial planner, accountant, insurance carrier), account/policy information and other items your family may need to be aware of



Your insurance or investment professional can help you determine exactly what components your estate plan should have, and what other professionals will need to be involved to get the plan in place. They can even help you navigate the recent changes in federal and estate gift tax law.

**Possible components of your estate plan:**

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## How do you get started?

Before you meet with an insurance or investment professional, you can get started on your own by thinking through a few different topics.

1. Take a comprehensive survey of your financial situation, including:
  - Investments
  - Retirement savings
  - Real estate holdings
  - Business interests
  - Life insurance policies
  - Debts
2. Consider who you'd like to inherit your assets:
  - Family members and other individuals
  - Favorite organizations or charitable groups
3. Identify trusted friends or relatives to fill roles such as power of attorney, executor and guardian, and speak with them about their willingness to complete these responsibilities. Keep in mind that if you do not explicitly state who you want to fill these roles, the probate court will.
4. Once you've taken stock of your assets and identified some of the people and groups you'd like to include in your estate plan, consider sharing your wishes with your heirs. Communicating your plans to them ensures they're aware of your preferences and may help prevent future conflicts and misunderstandings.
5. Pick a team you can trust, and talk with them about your goals and objectives.

Estate planning isn't an easy topic to think about, but it is an important one. Preparing now will mean your loved ones will know exactly what to expect later. Get started today with the help of your insurance or investment professional.

### **Take the following information with you for your first meeting with your insurance or investment professional:**

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- Your will (if you already have one)
- Bank statements for all accounts
- Trust documents (if you have a trust)
- Power of attorney
- Insurance policies
- Other documents:

# Why Nationwide®?

## Who we are

Nationwide is a U.S.-based company with a history of strength and stability dating back more than 90 years. We help insurance professionals break down and simplify complex retirement challenges with powerful support, strategies and tools. Our diverse solution includes annuities, mutual funds, life insurance and retirement plans. We're committed to helping America retire successfully and to creating a brighter future for our members and communities. Learn more at [nationwide.com/retirement](http://nationwide.com/retirement).

### U.S.-based Fortune 100 company<sup>1</sup>



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## Our values

When you do business with Nationwide, you join us as a force for good in the community.

**\$430 million**

donated by the Nationwide Foundation to nonprofit organizations since 2000<sup>2</sup>

**\$40 million**

from the Nationwide Foundation to establish the Nationwide Pediatric Innovation Fund at Nationwide Children's Hospital<sup>2</sup>

**16,000 units of blood**

a year donated to the American Red Cross and local blood banks by Nationwide associates<sup>2</sup>

**3.5 million meals**

meals raised by associates for Feeding America food banks in 2017<sup>2</sup>

**\$136.9 million**

in associate, agent and retiree pledges to United Way since 2000<sup>2</sup>

<sup>1</sup> Based on revenue, Fortune (June 2017).

<sup>2</sup> 2017 Nationwide Annual Report (March 2018).



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