

Important product updates that impact your business

News and Updates

At Nationwide[®] we work hard to provide you with a range of options that can be tailored to help meet the needs of your clients. With that in mind, we want to make you aware of the following updates to our Non-Resident Sales process for New York and Maryland contract/policy delivery, effective November 12, 2019.

A Cross Border Sale or a Non-Resident Sale is any sale in which the applicant signs the application in a state other than their resident state. This communication is about a process enhancement for contract/policy delivery when the Resident State is **New York** or **Maryland** and a Non-Resident Sale has occurred.

The following changes will take place, effective **November 12, 2019**:

- New York and Maryland allow for a Non-Resident Sale; however, contract/policy delivery cannot occur in NY or MD when the Owner/Applicant is a NY or MD resident and a Non-Resident Sale has taken place.
- Any existing contract/policy delivery agreements will continue to be adhered to by Nationwide.
- If the Owner or Applicant's resident state is NY or MD and a Non-Resident Sale has occurred, a contract/policy delivery address, located in the contract/policy issue state, must be provided on the form; the form will be considered not in good order if left blank or a resident state address of NY or MD is provided in section 4.
- If the annuity or life Financial Professional is responsible for contract/policy delivery, Nationwide will follow the existing agreement and mail the contract/policy to the firm or Financial Professional's address on file. The Financial Professional will be responsible for delivering the contract/policy to the address in the issue state provided in the Non-Resident Sales Information Form.
- If Nationwide is responsible for contract/policy delivery to the Owner/Applicant, the contract/policy will be delivered to the issue state address provided in the Non-Resident Sales Form.

For additional information, please contact your DMI Sales Consultant at **800.322.6342**.

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• Not insured by any federal government agency • May lose value

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