



Welcome to the Nationwide Education Series archive. Simply click on the audio file and presentation links below to review each session.

Series title	Seminar topic	Date
Long-term Care Series	Bringing it all together – organizing your LTC toolbox Link to audio file: http://media.nationwide.com/misc/LAM-1899AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-11295AO.ppt	1/17/13
Long-term Care Series	Outside-the-box sales ideas using an indemnity-style LTC rider with life insurance Link to audio file: http://media.nationwide.com/misc/LAM-1900AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-9907AO.pptx	2/12/13
Long-term Care Series	Combining solutions for couples: addressing the different LTC needs between women and men Link to audio file: http://media.nationwide.com/misc/LAM-1901AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-11444AO.ppt	3/14/13
Underwriting Series	Long-term Care Morbidity Link to audio file: http://media.nationwide.com/misc/LAM-1902AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-11193AO.pptx	2/5/13
Underwriting Series	Underwriting: A Medical Director's Perspective Link to audio file: http://media.nationwide.com/misc/LAM-1928AO.mp3 Link to presentation part 1: http://media.nationwide.com/misc/NFM-11641AO-1of2.pptx Link to presentation part 2: http://media.nationwide.com/misc/NFM-11641AO-2of2.pptx	4/9/13
Indexed UL Series	Introduction to IUL: Taking the Fear out of Indexed UL Link to audio file: http://media.nationwide.com/misc/LAM-1935AO.mp3 Link to presentation: http://media.nationwide.com/misc/FLM-0866AO.pptx	4/23/13

Series title	Seminar topic	Date
Indexed UL Series	<p>Introduction to IUL: Common Misperceptions of Indexed UL</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-1961AO.mp3 Link to presentation: http://media.nationwide.com/misc/LAM-1922AO.pptx</p>	6/25/13
Underwriting Series	<p>Diastolic Dysfunction: As diagnosed and quantified by echocardiography</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-1980AO.mp3 Link to presentation: http://media.nationwide.com/misc/LAM-1965AO.pptx</p>	7/9/13
Indexed UL Series	<p>Introduction to IUL: Advanced Planning Applications of Indexed UL</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-1991AO.mp3 Link to presentation: http://media.nationwide.com/misc/LAM-1923AO.pptx</p>	7/23/13
Long-term Care Series	<p>Differentiating Life Insurance Riders and Tools to Help Clients Plan LTC Expenses</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-2029AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-11257AO.pptx</p>	8/27/13
Underwriting Series	<p>Learn how to read Attending Physician Statements</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-2037AO.mp3 Link to presentation: http://media.nationwide.com/misc/LAM-1981AO.pptx</p>	9/10/13
Long-term Care Series	<p>Bringing it all together – Organizing your LTC toolbox</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-2050AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-11295AO.ppt</p>	9/24/13
Long-term Care Series	<p>Discussing LTC with Men and Women</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-2065AO.mp3 Link to presentation: http://media.nationwide.com/misc/NFM-11795AO.ppt</p>	10/29/13
Underwriting Series	<p>Maximize Field Underwriting</p> <p>Link to audio file: http://media.nationwide.com/misc/LAM-2066AO.mp3 Link to presentation: http://media.nationwide.com/misc/LAM-2062AO.pptx</p>	11/5/13

Series title	Seminar topic	Date
Underwriting Series	Reinsurance 101 Link to audio file: http://media.nationwide.com/misc/LAM-2116AO.mp3 Link to presentation: http://media.nationwide.com/misc/LAM-2083AO.pptx	2/11/14
Underwriting Series	Pharmacy Underwriting Link to audio file: http://media.nationwide.com/misc/NFM-12857AO-BG.wav Link to presentation: http://media.nationwide.com/misc/NFM-12795AO-BG.ppt	4/08/14
NBSG Education Series	Making Executive Benefits and Business Planning Solutions Easier Link to audio file: http://media.nationwide.com/misc/LAM-2152AO.wav Link to presentation: http://media.nationwide.com/misc/CLM-0759AO.ppt	4/22/14
NBSG Education Series	Nonqualified Deferred Compensation- A Look at the Nationwide Corporate Incentive Program® Link to audio file: http://media.nationwide.com/misc/LAM-2188AO.wav Link to presentation: http://media.nationwide.com/misc/NFM-11756AO-MZ.ppt	5/20/14
Indexed UL Series	A Simple Introduction to Indexed UL Link to audio file: http://media.nationwide.com/misc/LAM-2210AO.wav Link to presentation: http://media.nationwide.com/misc/FLM-0866AO.ppt	6/24/14
Education Series	Athletes and Mortality Link to audio file: http://media.nationwide.com/misc/LAM-2228AO.wav Link to presentation: http://media.nationwide.com/misc/LAM-2209AO.ppt	7/8/14
Indexed UL Series	How Indexed UL Can Meet Client Needs Link to audio file: http://media.nationwide.com/misc/LAM-2264AO.wav Link to presentation: http://media.nationwide.com/misc/NFM-11993AO.pptx	8/26/14
Education Series	Decoding the Mysteries of the Common Lab Abnormalities Link to audio file: https://ssc.nwservicecenter.com/media/powerpoint/LAM-2267AO.wav Link to presentation: https://ssc.nwservicecenter.com/media/powerpoint/LAM-2263AO.ppt	9/9/14
Indexed UL Series	A Deep Dive into Indexed UL Link to audio file: https://ssc.nwservicecenter.com/media/powerpoint/LAM-2279AO.wav Link to presentation: https://ssc.nwservicecenter.com/media/powerpoint/LAM-2270AO.ppt	9/23/14

Series title	Seminar topic	Date
Education Series	WinFlex A to Z – Illustrating Nationwide products and riders Link to audio file: https://ssc.nwservicecenter.com/pensmedia/LAM-2299AO.wav	10/7/14

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LAM-1930AO.16 (11/14)