
Nationwide enhances VA alternative asset options

By Editor Test *Thu, Jan 24, 2013*

Ten new guidance models, known as Nationwide Guided Portfolio Strategies (GPS), allow advisors and clients to choose among multiple pre-packaged options focused on alternatives.

In response to rising demand for alternative asset classes as variable annuity investment options, Nationwide Financial has added 10 new guidance models and two new fund options sub-advised by Loring Ward to its America's marketFlex VAs.

The new guidance models, known as Nationwide Guided Portfolio Strategies (GPS), allow advisors and clients to choose among 10 pre-packaged options focused on alternatives. The new GPS models are anchored around Cardinal funds, which are actively managed.

The addition of two new funds sub-advised by Loring Ward will expand upon the existing broad range of marketFLEX investment options, which includes a total of 18 fund families.

In mid- 2012, Nationwide Financial announced plans to integrate its alternative and fee-based annuity solutions sales team with its larger traditional annuity sales force. This move effectively expands the marketFLEX sales force from seven to over 100 wholesalers.

The product enhancements apply to both America's marketFLEX Advisor Variable Annuity (for fee-based advisors) and America's marketFLEX II Variable Annuity (for commission-based advisors). The annuities have a minimum investment of \$10,000.

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