

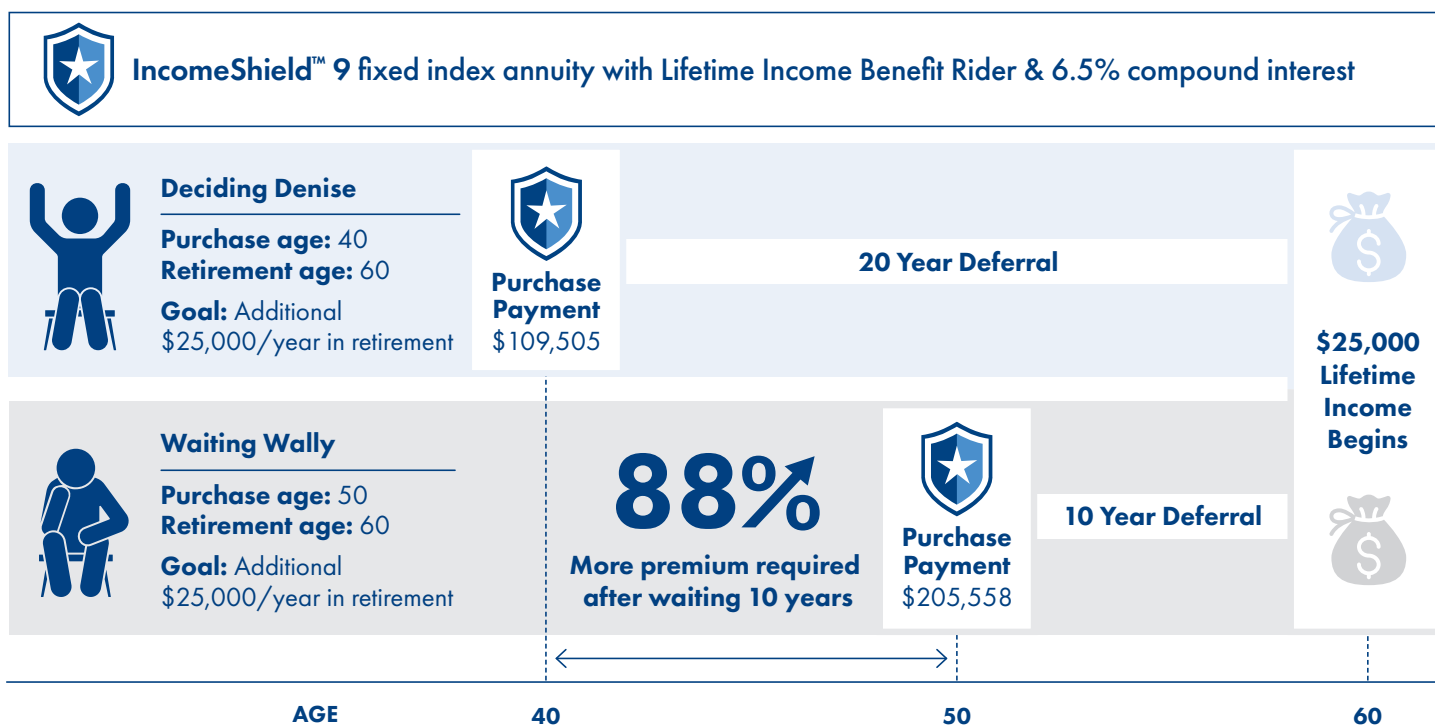
# Retirement Unknown Cost of Waiting

There's no predicting the future. But, you can still prepare for what's ahead. As you plan your retirement, consider how a fixed index annuity may help shield a portion of your portfolio from the impact of retirement unknowns, like the cost of waiting to purchase guaranteed income.



## More Premium

Consider these two hypothetical 40-year-old pre-retirees, who both want to retire at 60 and draw \$25,000 in annual lifetime income. Both choose to purchase an IncomeShield™ fixed index annuity to generate their lifelong income. One does so at age 40; the other at 50. As you can see below, the cost of waiting 10 years could require significantly more premium to generate the same amount of annual income.



Example shown for illustrative purposes only. Assumes no withdrawals are taken from the contract prior to income payments beginning. Excess withdrawals taken in addition to lifetime income payments will reduce future income payment amounts.

\* There is a 9-year surrender charge schedule for withdrawals exceeding 10% annually. The Lifetime Income Benefit is optional and may carry an annual fee. The Lifetime Income Benefit Rider is used to calculate lifetime income only and is not part of the contract value or available as a lump sum.

### How much capital for a safe withdrawal strategy?

What if Deciding Denise chose not to buy the annuity and instead invest the premium of \$109,505 with the goal of using the 4% safe withdrawal rule? She'd need to achieve a net annual return of 9.10%, after fees and expenses. Is this possible? Of course. But it would depend on how much risk she wants to take on and even then, that income stream is not guaranteed for life.

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INVESTMENT LIFE INSURANCE COMPANY®

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## Potential Solution: IncomeShield 9

The IncomeShield fixed index annuity line is designed to shield a portion of your portfolio and deliver crucial retirement benefits like protection from market volatility, tax-deferred growth potential, a jumpstart to lifetime income payments with a 10% premium bonus\* and your choice of multiple lifetime income benefit riders.

\*Bonus available only on IncomeShield 9. Bonus available on 1st year premiums. Each year after the 1st contract year, you become vested in a percentage of the bonus, until 100% vested at the end of the 9th contract year. Vested amounts of the bonus are the amounts not forfeited as a result of an early withdrawal or surrender.

Annuities and Rider issued under form series CA22 BASE IDX-B, 22 IDX-11-9, 20 E-PTP-C, 20 E-PTP-PR, 20 E-MPTP-C, CA19 R-MVA-B-9, 20 R-LIBR-FCP, 20 R-LIBR-FSP, CA23 R-LIBR-W-FSP and CA23 R-LIBR-W-FCP.

Lifetime Income available through optional Lifetime Income Benefit Rider. Available for issue ages 40+. Minimum payout age is 50.

Provisions of the Lifetime Income Benefit Rider, such as Income Account Value Accumulation Rates, may change prior to issue. IAV only used to calculate lifetime income payments. Not part of contract value or available in a lump sum. Interest grows until the earlier of payments beginning or the end of the IAV period. Certain eligibility requirements and restrictions may apply. Rider fee is calculated based on the income account value and deducted from the contract value on each contract anniversary as long as the rider is attached to the contract.

Surrender charges may apply to excess withdrawals that exceed the annual free withdrawal available under the contract. You may be subject to a 10% federal penalty if you make withdrawals before age 59½.

Guarantees are based on the financial strength and claims paying ability of American Equity and are not guaranteed by any bank or insured by the FDIC.

This is not a comprehensive overview of all the relevant features and benefits of IncomeShield 9. Please read the sales brochure and disclosure for complete details and limitations.

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