

FIELD UPDATE



DATE: November 9, 2017
TO: American Equity NMOs and California Agents
FROM: Jessica Kilker, Vice President
RE: Great News! Foundation Gold and California Gold Product Updates

IMPORTANT INFORMATION – PLEASE READ IN ITS ENTIRETY

Effective **November 9, 2017**, the following American Equity product updates will be implemented on the Foundation Gold California and the California Gold. Please read this message in its entirety.

Foundation Gold California

The following product updates will be implemented on the California Foundation Gold, effective November 9, 2017:

- No-Fee Lifetime Income Benefit Rider (LIBR) Option
- Increased Payout Factors
- Accumulation Period Reduction
- Commission Increase

No-Fee LIBR Option

The No-Fee LIBR option is back on American Equity's Foundation Gold California for issue ages 50 and above. The No-Fee LIBR consists of 3.0% compound interest and a 10-year accumulation period. Please refer to the product brochure for details. **An updated disclosure (#1148-D-CA dated 10.23.17) must be submitted to receive the new LIBR option.**

Please note: The no LIBR option on the Foundation Gold is still available. Crediting rates may be higher in contracts that do not elect an LIBR. An election must be made at time of issue. **There will be no rate changes to the Foundation Gold with a LIBR attached. In addition, there will be no rate changes to the California Gold or Traditions Gold at this time.** Please refer to the grid below for rate information.



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6000 Westown Pkwy, West Des Moines, IA 50266

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Foundation Gold		RATES WITH LIBR	RATES WITH NO LIBR
INTEREST CREDITING METHODS	Fixed Value	1.00%	1.15%
	Annual Pt to Pt w/Cap	2.00%	2.25%
	Annual Pt to Pt w/PR	15%	15%
	Annual Monthly Avg w/Cap	2.00%	2.25%
	Annual Monthly Avg w/PR	25%	25%
	Monthly Pt to Pt w/Cap	1.00%	1.20%
	Performance Trigger	1.75%	2.00%
	10 Yr. U.S. Treasury Bond w/Cap	2.00%	2.25%
	Volatility Control Index w/Spread	4.00%	3.75%
	Bond Yield with Cap and Spread	4.65% CAP 2.00% SPREAD	5.15% CAP 2.00% SPREAD

Increased Payout Factors

We are also pleased to announce that payout factors on the Foundation Gold have increased to produce more guaranteed lifetime income for your clients, effective November 9, 2017.

Accumulation Period Reduction

The Foundation Gold Income Account Value (IAV) accumulation period will be reduced from 20 years to 10 years. To receive the current accumulation period of 20 years, original applications must be received in our office by **4:45PM CT on Thursday, November 16, 2017. There will be no reissues of previously issued contracts.**

Please note: The No-Fee LIBR, increased payout factors and commission increase enhancements will NOT be available on the 20-year accumulation period.

Commission Increase

We are pleased to announce a commission increase on the Foundation Gold in California effective November 9, 2017. There will be no changes on previously issued contracts. To receive the increased commission payouts, new Foundation Gold disclosures (Form #1148-D-CA, dated 10.23.17) are required. To find out your specific commission rate, please call our Marketing Department at 888-647-1371.

California Gold

The California Gold Income Account Value (IAV) accumulation period will be reduced from 20 years to 10 years. To receive the current accumulation period, original applications must be received in our office by **4:45PM CT on Thursday, November 16, 2017.** No other changes are being made to this product at this time.

Updated California Gold disclosures (#1160-D dated 10.23.17) are required.



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[Click Here for Foundation Gold and California Gold Updated Information](#)

We appreciate your business. For more information or to order supplies, please visit our website or call the Marketing Department at 888-647-1371.

Annuities and Rider issued under form series CA16 IDX11 and 14 R-LIBR

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