

# IncomeShield 7

WITH LIFETIME INCOME BENEFIT RIDER



*The one who works for you!®*



# IncomeShield 7

## Fixed Index Annuity

Retirement is more than life after work. It's about enjoying the lifestyle you worked for, knowing that the money you earned is safe and the income you plan to live on is guaranteed.

For many Americans, fixed index annuities help provide that financial security. Through a combination of protection and stability, these products help fund millions of retirements. The IncomeShield design offers the guaranteed benefits of principal protection, tax-deferred growth, diverse crediting options and income that cannot be outlived.



# Understanding Fixed Index Annuities

## What is a Fixed Index Annuity?

A fixed index annuity is a contract backed by the financial strength and claims paying ability of the issuing company. This guarantees contract owners a retirement vehicle designed to protect assets while allowing for growth opportunities. It does this through a combination of powerful benefits:

- **Principal Protection**
- **Guaranteed Income**
- **Tax-Deferred Growth**
- **Liquidity**
- **May Avoid Probate**

## How a Fixed Index Annuity Works

The retirement product is purchased with an insurance provider that, in turn, guarantees principal protection, tax-deferred growth on assets and a reliable income stream. Throughout the course of the contract, the fixed index annuity can earn additional interest credits based, in part, on index increases.

As an insurance product, the fixed index annuity is not directly tied to any index. So, there are none of the exposure risks associated with direct stock or share ownership. The annuity cannot lose money due to index volatility and the interest credited will never be less than zero.

## Why American Equity?

For over 20 years, American Equity has been committed to quality annuity products backed by superior service. Today, as the number three all-time fixed index annuity provider<sup>1</sup>, we remain focused on the business principles that have served our contract owners from the beginning. Through our financial strength and ongoing stability, we help fund more than half-a-million contract owners' retirements across the country.

**\$51.89 Billion in Assets<sup>2</sup>**

**23,000 Active Agents**

**600,000 Active Contract Owners**

**A- (Excellent) rating from A.M. Best<sup>3</sup>**

**A- (Strong) rating from Standard & Poor's<sup>4</sup>**

**American-owned and operated**





# Key Terms

Here is a list of key terms and definitions that may be useful while learning about this product.

**Annuitize** | Conversion of the Cash Surrender Value of the annuity into regular guaranteed income payments.

**Accumulation Period** | The period of time during which the Income Account Value is credited the Income Account Value rate.

**Cash Surrender Value** | The amount paid to the contract owner by American Equity when the contract is Surrendered.

**Contract Value** | The total of the values in the annuity contract.

**Death Benefit** | The greater of the Contract value or the Minimum Guaranteed Surrender Value. Available Death Benefit payment options are listed in the annuity contract.

**Free Withdrawal** | Opportunity each year, after the first contract year, to take withdrawals up to 10% of the Contract Value, without expense.

**Income Account Value (IAV)** | This value is used solely to determine the amount of income to be received under the Lifetime Income Benefit Rider. It is not a traditionally accessible value. This serves as a measuring tool for purposes of the rider only.

**IAV Rate** | The interest rate used to calculate the interest credited to the Income Account Value.

**Interest Crediting Strategies** | Contract owners choose from several index or fixed value crediting strategies, each offering different opportunities for growth.

**Joint Life Payout** | A joint life payout is available only to legal spouses, as defined under federal law. Both spouses must be at least 50 years of age and payment is based on the age of the younger joint payee. Payments are made through the life of the last surviving spouse, so long as spousal continuation is elected.

**Minimum Guaranteed Surrender Value (MGSV)** | At no time will the Cash Surrender Value of the contract be less than 87.5% of premium received, less any withdrawals, accumulated at the minimum guaranteed interest rate.

**Partial Withdrawal** | Available at any time, for partial distribution over the Free Withdrawal amount. Surrender Charges and minimum values will apply.





## Key Terms

American Equity is dedicated to simple product designs and easy-to-understand crediting strategies.

**Rider Fee** | The fee charged for the Lifetime Income Benefit Rider is deducted from the Contract Value each year as long as the rider is attached to the contract.

**Single Life Payout** | For the owner and sole annuitant, payouts are based on sex and age at election.

**Surrender** | Termination of the contract in exchange for Cash Surrender Value.

**Surrender Charge** | Fee charged, when applicable, for full or partial distribution over the Free Withdrawal amount.

**Wellbeing Benefit Enhanced Income Payment** | Increases the amount of income payments by an enhanced income factor, for up to five years.





# The Power of a Fixed Index Annuity

A fixed index annuity offers a powerful combination of benefits that help protect against many of today's common retirement concerns.

Fixed Index Annuity Benefits	Common Retirement Concerns				
	Outliving Income	Index Volatility	Tax Exposure	Access to Funds	Taking Care of Loved Ones
Principal Protection	×	×	×		×
Guaranteed Income	×	×		×	×
Tax-Deferred Growth		×	×		×
Liquidity	×	×		×	×
May Avoid Probate				×	×

**Principal Protection:** Premium payments are secure, and any interest credited to the contract is locked in and cannot be lost due to index volatility.

**Guaranteed Income:** Flexible payout options available, including lifelong paychecks.

**Tax-Deferred Growth:** Taxes are not paid on the interest the contract earns until any distribution occurs. This enables faster growth by allowing crediting interest to compound over time.

**Liquidity:** Each contract defines various opportunities to withdraw funds, such as Free Withdrawals, Partial Withdrawals, qualified care<sup>5</sup> and lifetime income options. (Subject to applicable Surrender Charges.)

**May Avoid Probate:** If applicable, beneficiaries receive any remaining value in the contract while avoiding the expense and time spent in probate.



# IncomeShield 7

IncomeShield 7 is a fixed index annuity designed to help protect hard-earned dollars from index fluctuations while offering interest growth opportunities based on increases in an index.

## Premium Allocations

The initial premium payment can be allocated, in any combination, to either the fixed interest or any of the index strategies. Payments received after the initial premium automatically go into the fixed interest strategy. The contract values may be reallocated on the contract anniversary between strategies subject to these minimums:

- The minimum allocation for each value is \$1,000.
- The minimum transfer to select a new value is 10% of the contract value.

## Surrender Values and Charges

The annuity's Surrender Value will never be less than 87.5% of the premium received, less any withdrawals, accumulated at the minimum guaranteed interest rate. If a Partial withdrawal above the Free Withdrawal or a Surrender is taken during the Surrender Charge period, a deduction will be taken out according to the Surrender Charge schedule.



**In the event of death, the surviving joint owner or beneficiary receives the entire Contract Value.**

Surrender Charge Schedule (Age 50-80)								
Contract Year	1	2	3	4	5	6	7	8+
Surrender Charge Percent	9.2	9	8	7	6	4	2	0



# Money Access Options and Features

With the IncomeShield 7 there is always access to money in the annuity. American Equity provides withdrawal flexibility and a variety of liquidity options.

## Free Withdrawals

This is an opportunity each year (after the first contract year) to take Free Withdrawals up to 10% of the Contract Value.

## Market Value Adjustment (MVA)

This product contains a Market Value Adjustment (MVA) Rider. An MVA may increase or decrease the amount of a withdrawal in excess of the Free Withdrawal amount or the Surrender value. The MVA does not apply to Free Withdrawals, any death benefit, the MGSV, or any distributions occurring after the Surrender Charge Period has ended. In general, as the MVA Index increases, Cash Surrender Values decrease. As the MVA Index decreases, Cash Surrender Values increase.

## Qualified Care Needs

Available at no cost to annuitants under age 75 at issue.

## Nursing Care Rider (NCR-100)<sup>5</sup>

If, after the third contract anniversary, the annuitant is confined to a qualified nursing care center for 90-plus consecutive days, a 100% Penalty-Free Withdrawal is available. A 20% Penalty-Free Withdrawal is available if the confinement occurs in the second or third contract year.

## Terminal Illness Rider (TIR-100)<sup>5</sup>

If, after the first contract year, the annuitant is diagnosed with a terminal illness, a 100% Penalty-Free Withdrawal of the Contract Value is available.

## Death Benefit

Death Benefit proceeds are paid to the surviving joint owner. If there is no surviving joint owner, the death benefit is paid to the named beneficiary(ies) with no Surrender Charges. Generally paid in the lump-sum, other payment options are also available.







# IncomeShield 7 with Lifetime Income Benefit Rider

The fixed index annuity and income rider work together to provide a lifetime of benefits.

## What is the Lifetime Income Benefit Rider (LIBR)?

The LIBR helps secure a lifelong income source. The amount of income to be received is measured by the Income Account Value (IAV). The IAV is credited over time and grows until the earlier of income payments beginning or the end of the Accumulation Period. Depending on the option chosen, a Rider Fee may be deducted from the Contract Value each year the rider is attached to the contract. For Option 1, income payments may begin 30 days after contract issue. For Options 2 through 5, income payments may begin any time after the first contract anniversary. These payments are available without a Surrender Charge or having to Annuitize the contract.

## LIBR Options

### Option 1

This option has a set IAV Rate, declared at issue and guaranteed for 15 years. The IAV is calculated on a compound interest basis. There is no fee associated with this option. This option will automatically be added to the contract if no other option is selected.

### Option 2

This option has a set IAV Rate, declared at issue and guaranteed for 7 years. The IAV is calculated on a simple interest basis.

### Option 3

This option has a set initial IAV Rate, declared at issue and guaranteed for the initial IAV Rate Guarantee period of 10 years. The IAV Rate will never be lower than the Minimum Guaranteed IAV Rate for the remainder of the Accumulation Period. The IAV is calculated on a compound interest basis.

## LIBR and Wellbeing Benefit Options

These allow for increases in the amount of income by an income payment factor, for up to five years, should the contract owner (or their spouse) become unable to perform multiple activities of daily living outlined in the contract. This option is not confinement driven, so it is available to those receiving home care. There is a two year waiting period before the benefit can be activated.

### Option 4

This option includes the LIBR guarantees with a set IAV Rate, declared at issue and guaranteed for 7 years, plus the Wellbeing Benefit. The IAV is calculated on a simple interest basis.

### Option 5

This option includes the LIBR guarantees with a set initial IAV Rate, declared at issue and guaranteed for the initial IAV Rate Guarantee period of 10 years. The IAV Rate will never be lower than the Minimum Guaranteed IAV Rate for the remainder of the Accumulation Period. This option also includes the Wellbeing Benefit. The IAV is calculated on a compound interest basis.

### Option 1

**IAV Rate:** 4.00%  
**Accumulation Period:** 15 years

### Option 2

**IAV Rate:** 7.25%  
**Accumulation Period:** 7 years  
**Rider Fee:** 0.90%

### Option 3

**IAV Rate:** 6.00%  
**Minimum Guaranteed IAV Rate:** 3.00%  
**Accumulation Period:** 15 years  
**Rider Fee:** 0.90%

### Option 4

**IAV Rate:** 7.25%  
**Accumulation Period:** 7 years  
**Rider Fee:** 1.00%  
**Not available in DE.**

### Option 5

**IAV Rate:** 6.00%  
**Minimum Guaranteed IAV Rate:** 3.00%  
**Accumulation Period:** 15 years  
**Rider Fee:** 1.00%  
**Not available in DE.**



# Predictable Lifetime Income

Guaranteed income payments based on easy-to-understand payout factors.

Payout Factors*							
Age	Single		Joint	Age	Single		Joint
	Female	Male	Joint		Female	Male	Joint
50	3.40%	3.50%	3.00%	65	4.80%	5.00%	4.25%
51	3.50%	3.60%	3.10%	66	4.90%	5.10%	4.35%
52	3.60%	3.70%	3.20%	67	5.00%	5.20%	4.40%
53	3.70%	3.80%	3.30%	68	5.05%	5.30%	4.45%
54	3.80%	3.90%	3.40%	69	5.15%	5.40%	4.50%
55	3.90%	4.00%	3.50%	70	5.25%	5.50%	4.55%
56	4.00%	4.10%	3.60%	71	5.30%	5.60%	4.60%
57	4.05%	4.20%	3.70%	72	5.35%	5.70%	4.65%
58	4.15%	4.30%	3.80%	73	5.40%	5.80%	4.70%
59	4.25%	4.40%	3.90%	74	5.50%	5.90%	4.75%
60	4.35%	4.50%	4.00%	75	5.60%	6.00%	4.80%
61	4.40%	4.60%	4.05%	76	5.70%	6.10%	4.85%
62	4.50%	4.70%	4.10%	77	5.80%	6.20%	4.90%
63	4.60%	4.80%	4.15%	78	5.90%	6.30%	5.00%
64	4.70%	4.90%	4.20%	79	6.00%	6.40%	5.05%
				80	6.10%	6.50%	5.10%

The annual income payment equals the IAV on the day the income payments begin, multiplied by the benefit payout percentage applicable to the contract owner's sex and age (if joint payout is elected, whoever is youngest) at the time of election.

If, on the day before income payments are to begin, the Contract Value is greater than the IAV, American Equity will increase the IAV to equal the Contract Value.

\*Montana residents will be issued on a gender-neutral basis. Both Males and Females will be issued using Female payout factors. Joint factors remain the same.



# Income and Withdrawals

The Lifetime Income Benefit Rider offers guaranteed income through a secure revenue source.

## Income Payment Election

Income payments may begin starting 30 days or one year after the contract is issued, depending on the rider option.

- **Single Life** – payout factors are determined by the owner's sex and their age at the time of payout election.
- **Joint Life** – payout is based on the youngest age of the contract owner or spouse, who is at least age 50, and income payments are guaranteed until the death of the surviving spouse subject to the spousal continuation provision.

## Excess Withdrawals

Any Partial Withdrawals taken from the Contract Value after income payments have started are considered excess withdrawals and will reduce future income payment amounts and your IAV on a pro-rata basis. For example, an additional withdrawal of 5% of your Contract Value reduces your future income payments by 5%.

If an excess withdrawal plus income payment exceeds the Free Withdrawal amount allowed in any contract year, Surrender Charges will be applied to any amount in excess of the Free Withdrawal amount.

Should excess withdrawals reduce the Contract Value to zero, the IAV will also be reduced to zero, and the contract as well as the rider will be considered Surrendered. Any remaining income payments would also terminate.

## Death of Owner

American Equity's annuities have a Death Benefit that allows the beneficiaries immediate access to Contract Value at the time of death. This can help avoid a costly prolonged probate process.

If the owner's spouse is sole primary beneficiary of the contract, elects spousal continuation, and is at least age 50, then income benefits may continue. Details and available options are in the contract.

The LIBR terminates and income payments stop upon the earliest of either the owner's written request, the date the contract terminates, the date the contract is Annuitized or the date the owner of the contract changes. Once the LIBR terminates, it may not be reinstated.

## Tax Treatment

All income payments are considered a withdrawal from the Contract Value, and any part of the withdrawal that is deferred interest is taxable as income. If the contract is in a qualified plan the entire amount of the withdrawal may be taxable. The taxation of income payments is calculated as outlined in the Internal Revenue Code.

In addition, the taxable portion of any withdrawal taken before age 59½ may be subject to an additional penalty of 10% by the Internal Revenue Service.

Please contact a qualified tax professional for additional information.

# American Equity

## Commitment to Values

### Service

Our contract owners are why we are here, and we do our best to provide service, second to none, every day.

### Integrity

Our values of honesty, fairness and truthfulness have been central to our past success and will continue to be for generations to come.

### Excellence

Our dedication to going above and beyond in every facet of our business has established us as a top-tier fixed index annuity provider.

### Safety

Our products provide Sleep Insurance<sup>®</sup> for contract owners that can trust their principal is protected and their income is guaranteed for life.



American Equity Investment Life Insurance Company<sup>®</sup>  
6000 Westown Pkwy, West Des Moines, IA 50266

**[www.american-equity.com](http://www.american-equity.com) • Call us at 888-221-1234**

Annuity Contract and riders issued under form series ICC17 BASE-IDX, ICC17 IDX-10-7, ICC18 E-PTPC, ICC18 E-PTPR, ICC16 R-MVA, ICC17 R-LIBR-FCP, ICC17 R-LIBR-FSP, ICC17 R-LIBR-W-FSP, ICC17 R-LIBR-W-FCP, and state variations thereof. Availability may vary by state.

<sup>1</sup> Source: <https://www.looktowink.com/2018/03/total-overall-indexed-annuity-sales-2017/>. If you cannot access this article online, you may call 888-647-1371 to request a copy.

<sup>2</sup> As of 12/31/17 - Assets \$51.89 billion, Liabilities \$48.89 billion.

<sup>3</sup> A.M. Best has assigned American Equity an "A-" (Excellent) rating, reflecting their current opinion of American Equity's financial strength and its ability to meet its ongoing contractual obligations relative to the norms of the life/health insurance industry. A.M. Best utilizes 15 rating categories ranging from A++ to F. An "A-" rating from A.M. Best is its fourth highest rating. For the latest rating, access [www.ambest.com](http://www.ambest.com). Rating effective 8/2/2006, affirmed 6/29/2017.

<sup>4</sup> Standard and Poor's rating service has recognized American Equity Investment Life Insurance Company with an "A-" rating. An insurer rated "A" has strong financial security characteristics, but is somewhat more likely to be affected by adverse effects of changing circumstances or economic conditions than are insurers with higher ratings. Ratings from 'AA' to 'CCC' may be modified by the addition of a plus (+) or minus (-) sign to show relative standing within the major rating categories. Rating effective 8/5/15, affirmed 8/31/17.

<sup>5</sup> Rider benefits and form numbers may vary by state. NCR and TIR not available in MA.

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