

American Equity Contracting Instructions

EFFECTIVE JULY 1, 2011 new agents must complete company specific product training before contracting with American Equity will be completed. American Equity will not issue an active agent number until one of their product training modules has been completed. Agents currently contracted must complete the appropriate product training before selling an annuity. American Equity will not be able to accept business dated prior to the completion of the product training.

American Equity product training is available to any prospective agent through the following link to their website: <https://agent.american-equity.com/StateProductTraining.asp>.

Each module can be completed in approximately 20 minutes. For more detailed instructions please refer to the attached Product Training information piece (last page of this packet).

Some of these forms will be used for some situations and not for others. Please follow the instructions below that pertain to your situation, and remember, “required” means that the forms must be submitted for your contract to be processed.

Individual Contract – a contract in which commissions get paid directly to an agent.

- Fill out and sign Agent Appointment Agreement Application (Form # 3000 06/16/2009) with all of the agent’s personal information. (Required)
- Fill our and sign the Agent's Contract (Form #121)
- Fill out and sign 1 Consumer Report Authorization (Form #4063 6/16/2009) (Required)
- Fill out and sign 1 Authorization Agreement For Pre-Authorized Payments (Credits) (EFT) (Form 4052 06/01/04) (Optional)
- Complete and sign the Oklahoma Credit Report form (Form #4064-OK) (**Only required by Oklahoma agents**)
- Send in a copy of individual license – for all states submitting business (Required)

Corporate Contract- a contract in which all commissions get paid to the company and the company distributes commissions within.

- Fill out 1 Appointment Application (Form # 3000 06/16/2009) with all of the agent’s personal and corporate information and make sure to sign. (Required)
- Fill our and sign the Agent's Contract (Form #121)
- Fill out and sign 1 Corporate Agents Contract Guarantee (Form #4061)(Required)
- Fill out and sign 1 Consumer Report Authorization (Form#4063 6/16/2009) (Required)
- Fill out and sign 1 Authorization Agreement For Pre-Authorized Payments (Credits) (EFT) (Form 4052 06/01/04) (Optional)
- Complete and sign the Oklahoma Credit Report form (Form #4064-OK) (**Only required by Oklahoma agents**)
- Send in a copy of individual and corporate licenses – for all states submitting business (Required)

Please forward all necessary forms to:

**THE RECRUITING ENTITY WHO SUPPLIED
YOU WITH THESE DOCUMENTS**

Licensed Only Contract – a contract in which the corporation receives all the commissions and credits from every sale. The agent will not be paid by the home office.

- Please call for instructions on how to complete forms.

Transfers – Agent's contract is transferred from one Marketing Organization to another.

- Agents are eligible to transfer to AIP *without a release* if they have been contracted under an existing NMO for at least 6 months and have *not* produced any business. If agent DOES need a release, they will need to have all applicable parties sign the American Equity Release Form. All new contracting forms are required if an agent is transferring with **or** without a release.
- Agents may also opt (knowing that they do indeed need a release) to submit their contracting and the carrier will hold the contracting for 6 months and process when agent is eligible to transfer.



P.O. Box 71216
 Des Moines, IA 50325
 888-221-1234
 Fax 515-221-0138
 www.american-equity.com

Agent Appointment Application

(Please TYPE or PRINT clearly in Black Ink)

1. Name _____
(as it appears on your license - please attach current copy)

2. If currently licensed as Partnership or Corporation, give name, address, Tax ID No. (please attach current copy of license)

Name	Street	City	State	Zip
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3. Residence Address (required)	Street	City	State	Zip	How Long
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4. Business Address	Street	City	State	Zip
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5. Residence Phone (_____) _____ 6. Business Phone (_____) _____

7. Fax # (_____) _____ 8. Preferred Mailing To: Residence or Business

9. E-Mail _____ 10. Female Male

11. Date of Birth _____ 12. Taxpayer Identification Number _____

13. Social Security Number _____ 14. Resident License Number _____

15. For which states do you wish non-resident appointments? _____
(attach copy of current licenses; fees required for non-resident appointments)

16. Do you have a Securities License? Yes No (If Yes, complete the Broker Dealer Declaration Form #3013-BD)

17. Do you have a Debit balance as a result of the sale of any insurance related product or activity? Yes No If Yes, give name of company and explanation _____ Balance \$ _____

18. If you answer "Yes" to any of the questions below, please write details on a separate sheet and attach to this application.
- a. Have you ever had your insurance or securities license suspended or revoked?..... Yes No
 - b. Have you ever had a complaint filed against you or been investigated with an insurance department or the NASD?..... Yes No
 - c. Has any claim ever been made against you, your surety company, or errors and omissions insurer or have you been refused surety bonding?..... Yes No
 - d. Have you ever been convicted of a crime, felony or misdemeanor including but not limited to crimes involving dishonesty, breach of trust, or a violation of any federal law?..... Yes No
 - e. Have you ever been involved in any litigation, including bankruptcy?..... Yes No
 - f. Are there any unsatisfied judgements/liens outstanding against you?..... Yes No

19. Errors and Omissions Coverage? Yes No If Yes, amount \$ _____

20. Antimony Laundering (AML) Certification? Yes No If Yes, check one box LIMRA OTHER (if "other" please enclose a copy of your certificate of completion.)

AGENT'S DECLARATION AND AUTHORIZATION

- (1) I hereby certify that all my answers to the above questions are true. The information is to the best of my knowledge an accurate Statement of Fact. I further understand that if any material information given in this application is found to be incorrect or incomplete, it will be grounds for termination for cause at the sole discretion of the Company. **Agent agrees that by accepting commissions from the Company, he/she acknowledges and certifies that he/she has read and accepts all of the terms and conditions of the Agent's Contract Form 121, a copy of which is attached hereto and incorporated herein by reference.** By signing this Agent Appointment Application I hereby consent to receive facsimiles and E-mails to the above fax number and E-mail account. The Company shall be allowed to fax and email me in connection with our business relationship.
- (2) I authorize the Company and individuals to give, at any time, any information regarding my character, general reputation, personal traits, employment and any other information they have, whether or not in their records, and release the Company and individuals from all liabilities for any damage whatsoever for issuing this information. I authorize the Company to use this information where its legal interest and/or obligations are involved. Further, I acknowledge that I have no objection to the Company investigating any of these facts and agree to indemnify and hold the Company harmless against any liability which may result in conducting such investigation. I understand that I have a right to make a written request within a reasonable period of time to receive additional detailed information about the nature and scope of this investigation.
- (3) *Certification* - Under penalties of perjury, I certify that:
 - a. The Social Security Number or Taxpayer Identification Number shown on this form is my correct Taxpayer Identification Number (or I am waiting for a number to be issued to me), and
 - b. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding.

Signature of Applicant _____

Date _____



Agent's Contract

AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY

CONTRACT EFFECTIVE DATE: _____ AGENT: _____

American Equity Investment Life Insurance Company (hereinafter called the "Company", "We", "Our" or "Us") and the Person, Firm or Corporation named above and whose signature appears on the Agent Appointment Application (a part of this contract) (hereinafter called "Agent", "you", or "your") mutually agree to the terms of the contract as follows:

1. AUTHORITY TO SOLICIT

You shall be licensed by the state(s) in which you solicit applications for insurance for the Company. You shall solicit applications in accordance with applicable state laws and regulations, the rules and regulations of the Company and provisions of this contract.

2. LIMITATION OF AUTHORITY

- (a) You are not authorized to waive, alter or change any provision or condition of the Company's insurance policies or certificates, agent's contracts, literature or receipts, modify or extend the amount of time for any premium payment due the Company.
- (b) You shall not perform any act other than expressly granted herein except as specifically authorized in writing by the Company.
- (c) You are not authorized and are expressly forbidden to bind the Company by any promise or agreement, to incur any debt, expense or liability in its name or account. You are not authorized to enter into any legal proceedings in connection with any matter pertaining to our business without prior written authorization of the Company. You shall not enter into any Contract, incur any expense or obligation, or cause or permit the insertion or distribution in any publication or otherwise, any advertising or publicity matter which in any way involves the Company without the prior written authority of the Company. In connection with the solicitation of applications for insurance, you shall not use or distribute any sales materials that reference Company or Company's products, without prior written consent of Company. This excludes materials supplied by Company.

3. RELATIONSHIP

Your relationship with the Company shall be that of an independent contractor and not that of an employee. You shall be free to exercise independent judgment as to the time and manner you may perform the acts you are authorized to perform under this contract. You consent to receiving communications from us regarding any matters within the scope of this contract in any form, including, without limitation, phone solicitations, faxes, and e-mails.

4. COLLECTION OF PREMIUM

All monies received by you or collected for or on behalf of the Company shall be made payable to the Company. You are not authorized to endorse or cash checks, drafts, money orders or financial instruments made payable to the Company.

5. DELIVERY OF POLICY

- (a) The policy may be delivered only if
 - (1) the proposed insured at the time of delivery is, to the best of your knowledge and belief, in as good a condition of health and insurability as stated in the application for such policy, and
 - (2) the first premium has been fully paid.
 - (3) Every policy shall be delivered within 20 days from the date said policy was issued by the Home Office.
- (b) Any policy not delivered shall be immediately returned to the Company upon expiration of the twenty day period.
- (c) For each policy issued in the form as applied for and returned for cancellation by the applicant, or for each policy which is reissued at your request, we may require you to reimburse us for an underwriting charge.

6. AUTHORITY OVER AGENTS

You have authority to recruit and recommend to the Company individuals to be appointed as agents of the Company. No recommendation or application for appointment or contract will be effective until approved by the Company at its Home Office, Des Moines, Iowa.

7. COMMISSIONS

- (a) We will pay to you commissions at the rate and the conditions set forth in the commission schedule.
- (b) The commission schedule may be amended by the Company at its option, which amendments shall be effective upon written notice to you. Any amendment to the commission schedule will apply only to applications written after the effective date of the amendment.
- (c) No commission will be paid on premiums paid in advance until after the due dates of premiums and then only if the policy is in force and effect on such due date.
- (d) Commissions shall be payable no less than monthly. If the premium on any policy secured hereunder is not paid within ninety days from the premium due date and such policy is subsequently reinstated, you shall be entitled to further commissions only if the policy is reinstated through you.
- (e) You shall not be entitled to commissions on premiums waived or paid by us under the disability waiver of premium provisions or waiver of monthly deductions of any policy.

- (f) Should the Company, at its sole discretion, deem it appropriate at any time to cancel a policy and/or refund any premium on which you were paid commission, then such commission shall be charged back to you.
- (g) Commissions on benefit riders, term riders, replacement policies and conversions shall be payable in accordance with Company practices at the time the coverage is issued, converted or replaced, as the case may be.
- (h) All commissions in this Contract shall be reduced by the amount which the Company, pursuant to the terms of their respective commission schedules, pays directly to agents recommended by you and under your supervision.

8. ADVANCES

At any time, upon demand by the Company, any monies paid as an advance of commissions to you or to your agents or otherwise due from you to the Company as shown on your agent's statement shall be payable by you to the Company.

9. LIABILITY

You shall be jointly and severally liable to the Company for all monies, including monies paid to you or to agents recruited or recommended by you, including but not limited to (a) monies collected on behalf of the Company and (b) monies payable to the Company as a balance due as shown on agent's monthly statement. All accounting records maintained by you relating to our business are subject to inspection at any reasonable time by our authorized representatives. The Company reserves the right to charge interest on any amounts due hereunder up to 1 and 1/2 percent per month.

10. INDEBTEDNESS

The Company, as additional security and to secure the repayment of any indebtedness due the Company under this Contract or any other Contract with the Company, shall have a first and prior lien against any compensation due you under this Contract and against any other sums due or to become due to you from the Company for any reason. You further hereby assign and grant to the Company an interest in all compensation due or to become due and all other sums which you may have on deposit with the Company from time to time. The Company may, at any time, offset any such indebtedness against compensation due you or other monies which you may have on deposit with the Company under this Contract or any other Contract or any other Contract or Agreement with the Company. If the Company does elect to offset, the offset shall not constitute an election by the Company to forego any other remedies to collect the indebtedness. You agree to pay all costs of collection, including attorney fees, incurred by Company or its successors or assigns in collecting any indebtedness from you. The term "Company", as used in this paragraph, shall include all companies affiliated with American Equity Investment Life Insurance Company.

11. REIMBURSEMENT & INDEMNIFICATION

You shall reimburse the Company and/or indemnify the Company for any loss including attorneys' fees resulting from actions by you or your agents and for all costs, expenses and attorneys' fees that the Company may incur in recovering from you or your agents any property or indebtedness belonging to or due the Company. You agree to indemnify and hold the Company harmless for any claim, loss, expense, cost or liability which it may incur resulting from you or your agents breach of the terms of the Contract or violation of any law or regulation or failure to comply with any court order. Should any claims or lawsuits be made by any third party against you or your agents, or the Company as a result of alleged wrong-doing by you or your agents, then you shall hold the Company harmless from and indemnify it for any claim, loss, expense, cost or liability which it may incur defending the action and for any settlement or judgement resulting from such action. The Company may, at its discretion, defend or settle any such claim. The terms of this provision shall survive termination, as outlined in Section 16(g).

12. ASSIGNMENT

No assignment of any commissions or any other amounts or any portion due or to become due to you shall be valid unless authorized in advance in writing by the Company. Any assignments so authorized shall be subject to any and all indebtedness of you to the Company.

13. ACCOUNTING

The Company will furnish you no less than monthly statements showing commissions credited and other account entries within such account period.

14. FORFEITURE

If, at any time, you endeavor to induce agents of the Company to discontinue their contract, or the Company's policyowners to relinquish their policies, you shall forfeit any and all commission(s) that you might otherwise have acquired under any and all contract(s), with the Company. A forfeiture under this paragraph shall not constitute an election by the Company to forego any claim it may have against you.

15. DISCONTINUANCE OF POLICY FORMS OR TERRITORY

Without liability to you, the Company may, at its sole discretion

- (a) discontinue writing business in any territory;
- (b) discontinue and/or withdraw any policy form in any or all territories without prejudice to our right to continue use of said form in any other territory;
- (c) resume the issuance or use of any form in any territory or territories.

16. TERMINATION OF CONTRACT

- (a) This contract may be terminated in the event of
 - (1) your failure to be licensed to sell; or
 - (2) your request; your death; alternately, if you are an entity, upon any event legally or contractually causing a dissolution of the your request, or entity. We may continue to rely on this Contract as existing before such dissolution until we receive formal written notice of dissolution.

- (b) This Contract will automatically terminate, at any time, without prior notice, if you shall
 - (1) withhold or misappropriate any money or other property belonging to us;
 - (2) subject us to liability due to any act, omission or misrepresentation by you;
 - (3) commit a criminal act involving theft or dishonesty;
 - (4) fail to comply with the laws, rules or regulations of any federal, state, or other governmental agency or body having jurisdiction under this Contract;
 - (5) commit any fraud.
- (c) The Company, at its sole discretion, may terminate this Contract, at any time, without prior notice, if you shall
 - (1) fail to conform to the rules and regulations of the Company;
 - (2) fail to pay any indebtedness to the Company on demand;
 - (3) replace the Company's policies with another Company.
 Should you be terminated under subsections (b) or (c), you shall be liable to us for such acts including liability for damages we incur by virtue of such act or acts and you will forfeit all your rights to any further payments and/or commissions under this Contract.
- (d) The Contract may also be terminated by either party with or without cause by giving fifteen days written notice to the other party. The right to termination under this subsection (d) is not restricted by the provisions for termination in (b) or (c) above.
- (e) Upon any termination of this Contract, you shall immediately deliver to us all of the previously furnished materials, supplies, advertising and any other printed matter which mentions the Company.
- (f) Except as set forth in paragraphs 14 and 16 (b), (c), first year commissions shall be fully vested as they accrue; and renewal commissions will be vested at 80% of the renewal commission percentage shown in the commission schedule or amendment. Should the renewal commissions due you be less than \$300.00 for any calendar year, the Company may discontinue payment to you at its discretion.
- (g) In the event of termination of the Agreement for any reason, the liability, lien, reimbursement and indemnification, and set-off provisions hereof shall continue in full force and effect beyond the termination hereof. If, subsequent to termination, any monies shall become due from you to the Company, and you fail to repay such monies upon due demand, all compensation due hereunder or under any other contract you may have with the Company shall be forfeited. A forfeiture under this provision shall not, in any way, prejudice the Company's right to pursue any remedies available to it to collect any monies owed by you to the Company.

17. NOTICES

Any notice or demand required or permitted to be given under this Contract shall be in writing and shall be deemed effective (unless this Contract provides for a different period of time) upon the personal delivery thereof if delivered or, after having been deposited in the United States mails, postage prepaid, and addressed in the case of Company to its then principal place of business, and in your case to your last known address on the Company's records. Either party may change the address to which such notices are to be addressed by giving the other party notice in the manner herein set forth.

18. SEVERABILITY

Any provision of this Contract which shall prove to be invalid, void or illegal shall in no way affect, impair or invalidate any other provision contained herein, and such other provisions shall remain in full force and effect.

19. NON-WAIVER

The forbearance or neglect of the Company to insist upon strict compliance by you with any of the provisions of the Contract, whether continuing or not, or to declare a termination against you, shall not be construed as a waiver of any of the Company's rights or privileges hereunder. No waiver of any right or privilege of the Company arising from any default or failure of performance by you shall affect the Company's rights or privileges in the event of a further default or failure of performance.

20. AMENDMENT

This Contract cannot be changed by any verbal promise or statement by whom so ever made, and no written modification or change will bind the Company unless it is signed by the President, a Vice President, Secretary or Assistant Secretary of the Company, and expresses an intention to modify or change this contract. From time to time, We may notify you of amendments to this Contract approved by Company and such amendments will become binding upon You effective upon the giving of such notice.

21. ARBITRATION

If any dispute or disagreement shall arise in connection with any interpretation of this agreement, its performance or non-performance, or the figures and calculations used, the parties shall make every effort to meet and settle their disputes in good faith informally. If the parties cannot agree on a written settlement within sixty days after it arises, or within a longer period agreed upon by the parties, then the matter in controversy shall be settled by arbitration, in accordance with the rules of the American Arbitration Association, and judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction. The place of any arbitration shall be Des Moines, Iowa.

22. APPLICABLE LAW

To the full extent controllable by our stipulation, this Contract shall be construed in accordance with Company rules and policies now or hereafter established and shall be interpreted and enforced under Iowa Law.

23. PRIVACY POLICY

You acknowledge receipt of our privacy policy regarding use of policyholder information and you agree to comply with the terms of such policy, as applicable.

AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY

By: _____
 (Agent signature from appointment application incorporated here)

By: _____
 President



P.O. Box 71216
Des Moines, IA 50325
888-221-1234
Fax 515-221-0138
www.american-equity.com

CONSUMER REPORT *Authorization*

American Equity agents are required to have acceptable credit histories at the time of appointment while under contract with American Equity. Before an agent is appointed, or an agency contract is renewed, or at any appropriate time, American Equity may review the individual's credit history in order to verify compliance with said company's policy.

Information you provide below will be used to access your consumer credit report.

Printed Name

Resident Address

City, State, Zip

Social Security Number

Date of Birth

Applicant -- Please read carefully and sign below:

I UNDERSTAND THAT TO BE ELIGIBLE FOR APPOINTMENT WITH AMERICAN EQUITY, MY CREDIT HISTORY MUST BE IN GOOD STANDING. I AUTHORIZE AMERICAN EQUITY TO OBTAIN A CONSUMER CREDIT REPORT ABOUT ME BOTH BEFORE AND (IN THE EVENT I AM APPOINTED) AFTERWARDS FOR THE PURPOSE OF EVALUATING MY APPLICATION FOR AN AGENCY CONTRACT OR ANY RENEWAL OF MY AGENCY CONTRACT. I UNDERSTAND THAT A COPY OF MY CREDIT REPORT AND A SUMMARY OF MY RIGHTS AS A CONSUMER WILL BE PROVIDED TO ME BEFORE ANY DECISION ADVERSELY AFFECTING MY AGENCY CONTRACT IS MADE IF THE DECISION IS BASED ON MY CONSUMER CREDIT REPORT.

Signature

Date

Phone Number



P.O. Box 71216
Des Moines, IA 50325
888-221-1234
Fax 515-221-0138
www.american-equity.com

CORPORATE AGENT'S *Contract Guarantee*

If the Agent's Contract being applied for will be held by a corporation,
the following must be completed for contract approval.

PERSONAL GUARANTEE

The undersigned individual personally guarantees the full and faithful performance of all duties and obligations of agent pursuant to the attached agent's contract. I hereby certify I have received and read Agents Contract form 121.

By: _____
Signature SS# Date

Print Name Residential Address

Business Name Tax ID#



P.O. Box 71216
Des Moines, IA 50325
515-221-0002
Fax 515-221-9947
www.american-equity.com

It is the policy of American Equity Investment Life Insurance Company that in connection with your application for appointment as an agent, we will access your credit report.

I understand that under Oklahoma Law, I have the right to receive a free copy of my credit report from the credit-reporting agency if a credit report is obtained in connection with my application for appointment. If a credit report is not obtained, I understand that I will not receive a copy.

- I do not wish to receive a copy of my credit report.
- If a credit report is obtained, please have a free copy sent to me.

Print Name: _____

Signature: _____

For Company use only;

- No credit report obtained.
- Credit report obtained (Attach applicant's identifying information or complete form below).

Date: _____ Time: _____

Requested by: _____

Social Security Number: _____

Present Address: _____

Former Address: _____



P.O. Box 71216
Des Moines, IA 50325
888-221-1234
Fax 515-222-5952
www.american-equity.com

AUTHORIZATION AGREEMENT

For Pre-Authorized Payments (Credits)

I (We) hereby authorize American Equity Investment Life Insurance Company, hereinafter called The Company, to initiate **credit entries**, electronically, by paper means or by any other commercially accepted method, to My (Our) checking/saving account indicated below and the financial institution named below, hereinafter called Financial Institution, to credit the same such account.

FINANCIAL INSTITUTION	BRANCH	
CITY	STATE	ZIP
TRANSIT/ABA NUMBER	ACCOUNT NUMBER	

I (we) hereby authorize the Company to send My (Our) commission statements electronically to the email account indicated below.

E-MAIL ADDRESS

This authorization is to remain in full force until The Company and Financial Institution have each received written notification from me (or either of us) of its termination in such time and in such manner as to afford The Company and Financial Institution a reasonable opportunity to act on it.

NAME(S)	AGENT NUMBER(S)	DATE
AUTHORIZED SIGNATURE	AUTHORIZED SIGNATURE	
X	X	

IMPORTANT: ATTACH VOIDED PERSONAL CHECK BELOW ▼



P.O. Box 71216
Des Moines, IA 50325
888-221-1234
www.american-equity.com

STATE AND FEDERAL TRAINING REQUIREMENTS

****IMPORTANT INFORMATION** REGARDING STATE AND FEDERAL TRAINING REQUIREMENTS**

Agents appointed with American Equity need to be compliant with state and federal training requirements. American Equity is not able to accept business from agents who are not compliant with applicable state and federal requirements.

***Anti-Money Laundering Training** – All agents are required by federal law to complete anti-money laundering training. American Equity requires that agents complete an Anti-money laundering base course with a refresher course every two years. American Equity will not issue new business unless we have received confirmation of your compliance. Please submit proof of completion to American Equity. If you completed anti-money laundering training through LIMRA you will need to contact American Equity.

Contact information: agencyemail@american-equity.com fax – 515-221-0138 phone – 888-221-1234 option 4.

***Carrier Specific Product Training** – Effective February 15, 2011 all American Equity agents will be required to take product specific training before soliciting an annuity application for one of our products. American Equity will not be able to accept business that is dated prior to the completion of the product training completion date. **Please note:** The Lifetime Income Benefit Rider has a separate training module. Agents must complete both the product module and the LIBR module in order to sell the rider with a product.

Product training is available on our website at www.american-equity.com for agents who have an active agent number. Agents who do not have a number can access the training at <https://agent.american-equity.com/StateProductTraining.asp>. Use the last four digits of your SSN and your state license number to log in.

***California Annuity Training** – Agents licensed in CA are required to complete an initial 8 hours of approved annuity training prior to soliciting annuity applications. The state also requires an additional 4 hours of approved annuity training be taken every 2 year license term. American Equity is required by the state to verify that the training has been completed. We ask that you complete the training before submitting annuity applications to us during each two year term. We will only issue new annuity policies if you have completed the annuity training requirement for your current license term.

For more information on approved training courses: www.insurance.ca.gov

***Iowa Annuity Training** – Agents licensed in IA are required to complete 4 hours of approved indexed annuity training before soliciting an indexed annuity application. Effective 1/1/2011 agents selling any type of annuities must complete 4 hours of approved annuity training before soliciting an annuity application. Agents selling indexed annuities will need to have completed the 4 hour indexed annuity training requirement in addition to the 4 hour annuity training.

For information on Iowa approved 4 hour annuity and 4 hour index annuity training courses: www.pearsonvue.com

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STATE AND FEDERAL TRAINING REQUIREMENTS

***Texas Annuity Training** – Effective 9/1/11 agents with a resident life insurance license issued in TX must complete a total of 8 hours of annuity training during each 2 year license term. The training can be completed all at once or can be taken as two 4 hour courses during the license term.

For information on approved training courses: www.sircon.com/texas

***All other State Annuity Training Requirements:**

Agents in the states shown below must complete a one time state approved 4 hour annuity training course.

PLEASE NOTE:

Agents issued an insurance license prior to the *Implementation Date* shown on the chart have until the *Completion Date* shown on the chart to comply with the 4 hour annuity training requirement. After the *Completion Date* shown on the chart agents will not be able to solicit an annuity application until they have completed the training requirement.

Agents issued a new insurance license after the *Implementation Date* shown may not solicit an annuity application until they have completed the annuity training requirement.

<u>State</u>	<u>Implementation Date</u>	<u>Completion Date</u>	<u>State Contact Information</u>
CO	04/01/2011	10/01/2011	www.dora.state.co.us/insurance
DC	06/24/2011	12/24/2011	www.disb.dc.gov
HI	01/01/2012	01/31/2012	www.insurance.hawaii.gov
IN	01/01/2012	07/01/2012	www.in.gov/idoi
KY	01/01/2012	07/01/2012	www.insurance.ky.gov
MD	11/01/2011	05/01/2012	www.mdinsurance.state.md.us
ND	08/01/2011	02/01/2012	www.nd.gov/ndins
OH	07/01/2011	01/01/2012	www.insurance.ohio.gov
OK	07/14/2010	07/14/2011	www.sircon.com/oklahoma
OR	07/01/2011	01/01/2012	www.oregoninsurance.org
RI	06/01/2011	12/01/2011	www.dbr.state.ri.us
SC	09/25/2011	03/25/2012	www.doi.sc.gov
WI	05/01/2011	11/01/2011	www.oci.wi.gov
WV	07/01/2011	01/01/2012	www.wvinsurance.gov



AMERICAN EQUITY

COMPANY SPECIFIC PRODUCT TRAINING

A Great Tool For You And Your Agents!

Company specific product training is an easy, effective way to give your agents and prospective agents a comprehensive look at all the excellent benefits and features of American Equity annuity products. Our product training offers your agents:

- ★ Convenient online access 24 hours a day, 7 days a week
- ★ Individual product training modules for easy, efficient viewing
- ★ Instant notification of completion to American Equity for active contracted agents
- ★ Access to the best customer service in the industry - We answer our phones!

ACCESS TRAINING AT:

ACTIVE AGENTS:

www.american-equity.com

PROSPECTIVE AGENTS:

<https://agent.american-equity.com/StateProductTraining.asp>

Select *Training* from the menu on the left side of the screen

From the Training menu select *Product Training*

Click on *Training* under the module you wish to view

After viewing the training return to the *Product Training* module menu

Click on *Training Questions* under the module just viewed

Answer the questions and click *Submit* to register the training with American Equity

PRODUCT TRAINING MUST BE COMPLETED BY EVERY AGENT PRIOR TO THE DATE OF ANY ANNUITY APPLICATION. THIS IS MANDATORY AND WE WILL NOT BE ABLE TO MAKE EXCEPTIONS.

FREQUENTLY ASKED QUESTIONS

1. Why is Company Specific Product Training so important?

American Equity led the fight to defeat the SEC's rule 151A and was instrumental in the passage of the Harkin-Meeks amendment with the Financial Reform Act in 2010 keeping annuities an insurance product. Product training is a required component of the Harkin-Meeks amendment. American Equity continues to lead the industry by introducing our company specific product training and maintaining a standard of excellence in our industry.

2. Do agents need to complete all of the company specific training modules?

Agents should complete the modules for any product they intend to sell. We recommend agents complete all the training modules to familiarize themselves with all our annuity products and how they might benefit their clients.

PLEASE NOTE: The Lifetime Income Benefit Rider is a separate training module and should be taken along with any product that will include the rider.

3. How often do agents need to complete training?

Agents will need to complete training only once per product. When new products are introduced completion of new training modules may be required.

4. Do agents need to notify American Equity when they have completed training?

No, after viewing a training module it is important the agent return to the product training menu and select "Training Questions". Once the questions have been answered the agent should click the "submit" button. American Equity will automatically be notified that the module has been completed.

5. What will happen if an agent submits business and has not completed the product training prior to the annuity application date?

American Equity will not be able to accept the annuity application and other forms, with no exceptions. We will notify agents and ask them to write a new annuity application and forms dated after the completion of the appropriate product training. Any cash received would be returned directly to the client in the event a newly dated application and forms are not submitted.