



# Do you have a Guaranteed Lifetime Income Gap?

## GUARANTEED LIFETIME INCOME GAP

Comparing how guaranteed lifetime income sources measure up with retirement lifestyle expenses may reveal your expenses exceed your guaranteed lifetime income cash flow. This is a **Guaranteed Lifetime Income Gap**.



Essential Lifestyle



Essential

EXPENSES



Guaranteed Lifetime

INCOME

Guaranteed Lifetime Income Gap

**Only 3 Sources Offer Guaranteed Lifetime Income:**  
Social Security, Pensions and Annuities



Non-Guaranteed Sources of Retirement



Annuity with Lifetime Income



Guaranteed Lifetime

INCOME



Wishes



Nice-to-Have Lifestyle



Essential Lifestyle



Essential

EXPENSES

The one who works for you!®



**AMERICAN EQUITY**  
INVESTMENT LIFE INSURANCE COMPANY®



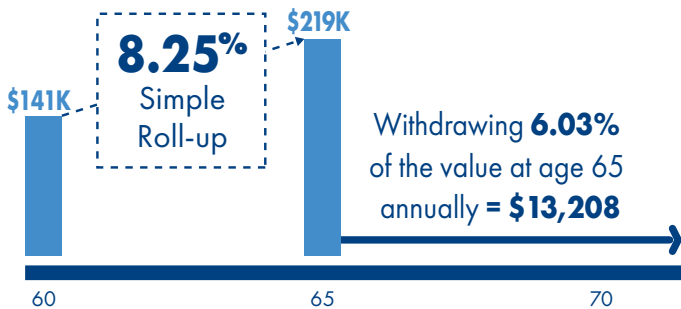
# Solving for Guaranteed Lifetime Income Gap

## Richard & Nancy Hypothetical Example

Richard and Nancy, both age 60, have calculated that at age 65 they have a Guaranteed Lifetime Income Gap of \$1,000 per month. Let's see how an IncomeShield 10 fixed index annuity with Lifetime Income Benefit Rider with joint payout could provide the income they need to help meet their needs as compared to the return needed to generate the same income amount following the 4% rule.

### GUARANTEED INCOME

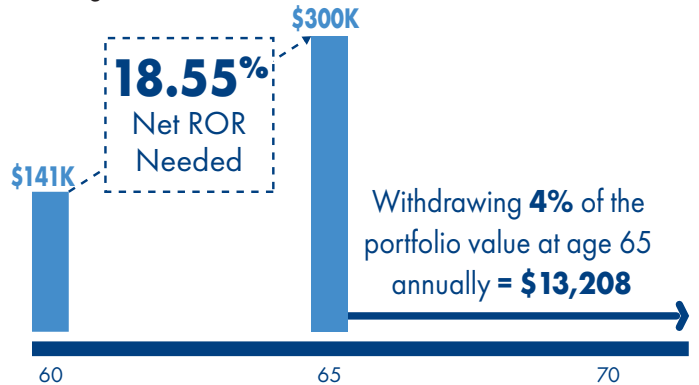
IncomeShield 10 with 8.25% Lifetime Income Benefit Rider<sup>1</sup>



Hypothetical example is shown for illustrative purposes only. This is not intended to represent guarantees or projection of future results.

### NON-GUARANTEED INCOME

Managed Portfolio with 4% Rule<sup>2</sup>



By purchasing guaranteed income at age 60, with a IncomeShield 10 and Lifetime Income Benefit Rider with 8.25% simple interest and turning on income at age 65, they are able to secure **\$13,208** annually in protected income.

<sup>1</sup> Assuming client purchased IncomeShield 10 with 8.25% Simple Roll-up (IAV Rate) lifetime income benefit rider at age 60 with no withdrawals until year 5.

<sup>2</sup> Managed portfolio assumes client requires \$13,208 in annual income per year, in order to generate those funds and withdraw 4% annually, the client would need the portfolio to grow from \$140,935 to \$300,000 over a five-year timeframe and would need to have a net rate of 18.55% each of those years until withdrawals began.

Annuity Contract and Riders issued under form series ICC22 BASE-IDX-B, ICC22 IDX-11-10, ICC20 E-PTP-C, ICC20 E-PTP-PR, ICC20 E-MPTP-C, ICC16 R-MVA, ICC20 R-EBR, ICC20 R-LIBR-FCP, ICC20 R-LIBR-FSP, ICC20 R-LIBR-W-FSP, ICC20 R-LIBR-W-FCP, and state variations thereof. Availability may vary by state.

Provisions of the Lifetime Income Benefit Rider, such as Income Account Value Accumulation Rates (and IAV multiplier), may change prior to issue. Income Account Value is only used to calculate Lifetime Income. It is not part of the underlying Contract Value, or available in a lump sum. 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. Lifetime Income available through optional Lifetime Income Benefit Rider. Available for issue ages 40+. Surrender charges may apply to excess withdrawals that \*exceed 10% annual free withdrawal available under the contract. You may be subject to a 10% federal penalty if you make withdrawals before age 59 1/2. This material is for informational purposes only, and is not a recommendation to buy, sell, hold or rollover any asset. It does not take into account the specific financial circumstances, investment objectives, risk tolerance, or need of any specific person. In providing this information American Equity Investment Life Insurance Company is not acting as your fiduciary as defined by the Department of Labor. American Equity does not offer legal, investment or tax advice or make recommendations regarding insurance or investment products. Please consult a qualified professional.



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