

DATE: December 2, 2011
TO: All American Equity of New York NMO's and Agents
FROM: Terry Reimer, Executive Vice-President and Chief Operating Officer
RE: New York Commission Change effective December 10, 2011

IMPORTANT INFORMATION.PLEASE READ CAREFULLY

From time to time it is necessary for us to review our product portfolio to make sure that our products provide for a solid and sound financial strategy. After further review of our portfolio and based on the current economic environment, it is necessary for us to reduce commissions on the FPDA-1-NY product effective December 10, 2011. Commission rates will be lowered for all commission levels for issue ages 0-75. New Commission Schedules/Rates can be found by logging in to our website at www.american-equity.com.

To receive current Commissions, business must be signed no later than Friday, December 9, 2011, and received in our office by 4:45pm CT on Tuesday, December 13, 2011. No faxes or copies will be accepted and no exceptions will be made. Please note: Commission rates for the SPIA-1-NY are not affected and will remain unchanged.

The FPDA-1-NY continues to provide excellent value for your clients. It offers a first year interest rate of 5% which includes 2% additional interest. In addition, the FPDA-1-NY continues to offer a 3% minimum interest rate guarantee.

Thank you for your continued business and support. Please call Marketing at 866-233-6660 for more details.