



American Equity Investment Life Insurance Company
P.O. Box 10343, Des Moines, IA 50306-0343
O/N Address: 6000 Westown Parkway, West Des Moines, IA 50266
Phone: 888-221-1234 • Fax: 515-226-3129
www.american-equity.com • Email: service@american-equity.com

Factors Indicating Fiduciary Status in Annuity Sales

Instructions: You are responsible for determining if you are acting in a fiduciary capacity in an annuity sale. Fiduciary status can apply to sales of qualified annuities/IRAs. We recommend completing this questionnaire after reading the document entitled "Investment Advice Guidelines."

1. Have you ever sold a qualified annuity (IRA, SEP, SIMPLE etc.) to this customer? Yes No
2. Have you sold other insurance or annuity products to this customer? Yes No
3. Is this IRA being purchased with funds that were rolled over from a pension plan (e.g., 401(k)) or another IRA? Yes No
4. Did you recommend a specific annuity to the customer above other investment options? Yes No
5. Have you provided advice on financial matters to this customer in the past? Yes No
6. Do you believe that, or has the customer indicated that, he/she is relying on your recommendation as a primary reason for the purchase decision? Yes No
7. Have you used terms such as "best interest", "fiduciary", "recommend" or "advise" in discussions with this customer? Yes No

If two or more of the questions above are answered with a "Yes" then you are likely to be a fiduciary in the sales transaction. If you are a fiduciary, then you will need to use an exemption in order to receive any compensation from the sales transaction. See the documents entitled, "Summary of PTE 84-24" and the "PTE 84-24 Disclosure" for the specific AEL product you are selling. AEL has provided this information to you as educational material and disclaims any and all liability for correct application of the materials and/or penalties that can apply if the exemption is not used correctly.