

Customer Relationship Summary

American Equity Investment Corporation (“we,” “us,” “AEIC”) is registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (“FINRA”) and the Securities Investor Protection Corporation (“SIPC”).

Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to you at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer limited brokerage services to retail investors. Unless we otherwise agree in writing, we act as your broker, and not as your investment adviser or fiduciary. Our primary role is to facilitate the purchase and sale of security products including mutual funds, variable life insurance and variable annuities (“variable products”), corporate debt instruments, private placements, oil and gas interests, tax shelters or limited partnerships in primary distributions, Real Estate Investment Trusts (“REIT”), and index annuities based on your instructions. Our Financial Professionals may offer recommendations to buy, exchange or surrender any of the securities products listed above. You may also buy, exchange, or surrender products where we have not made any recommendations to you. In either case, you will make the ultimate decision to buy, exchange, or surrender the product. We will not monitor your securities when providing brokerage services.

We make available a limited menu of securities products. Other firms could offer a wider range of choices, some of which might have lower costs. We have not undertaken a review of all companies and products available in the marketplace. The products we make available may be limited by internal procedures and applicable regulations. In general, you must meet certain criteria for us to offer you certain products.

For additional information about our brokerage services speak with your representative.

Ask your Financial Professional

- *Given my financial situation, should I choose a brokerage service? Why or why not?*
- *How will you choose the investments to recommend to me?*
- *What is your relevant experience, including your licenses, education and other qualifications? What do those qualifications mean?*

What fees will I pay?

You will pay a commission for purchasing or selling a security, which is a transaction-based fee. The amount of the commission is typically a percentage of the amount of money you invest. Depending on the product purchased, the commission will be charged as a one-time fee, either at the time of purchase or sale, and/or will be charged on an ongoing basis. You will also typically pay other fees depending on your account type: these fees include custodian fees, account maintenance fees, transactional fees, and other ancillary fees. In addition, there are different fees related to different products, such as mutual funds, variable annuities, exchange traded funds, etc. Please refer to the prospectus for other details.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

Ask your Financial Professional

- *Help me understand how these costs may affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs and how much will be invested for me?*

What are your legal obligations to me when providing recommendations? How else does your firm make money, and what conflicts of interest do you have?

When we provide you with a recommendation, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means:

- Revenue Sharing – Some sponsors or managers of investments share a portion of the revenue they earn on those investments with us. This creates an incentive to recommend a particular sponsor or manager.
- Third Party Payments – We receive compensation from investment sponsors, in connection with investments you make in securities, such as mutual funds, annuities, and alternative investments. This creates an incentive to recommend you buy and sell certain products.

Ask your Financial Professional

- *How might your conflicts of interest affect me and how will you address them?*

How do your financial professionals make money?

Our representatives are compensated in commission revenues for the purchase and sale of securities and insurance products. Compensation varies by investment, product or service, which can create an incentive to select or recommend certain products or strategies that pay greater compensation.

Do you or your financial professionals have legal or disciplinary history?

Yes, some of our financial professionals have legal and/or disciplinary history that has been disclosed. Visit www.Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Ask your Financial Professional

- *As a financial professional, do you have any disciplinary history?*
- *For what type of conduct?*

Additional Information

If you would like additional, up-to-date information or a copy of this disclosure, please call our office at (812) 945-9888.

Ask your Financial Professional

- *Who is my primary contact person?*
- *Is he or she a representative of a broker-dealer?*
- *Who can I talk to if I have concerns about how this person is treating me?*