



Field
Update



December 19, 2011

Aviva announcing changes to annuity products effective January 6, 2012

We want to thank you for all of your efforts this year. We are announcing product changes to position ourselves to offer competitive annuities with unique features while maintaining our financial strength during these unprecedented times. The following product changes will be effective for all new business applications received after January 6, 2012:

Lifetime Solutions Annuity

- Reduce roll-up rate by 0.50% on both premium bands

Income Preferred Series

- Reduce Income Edge Plus Rider roll-up rate by 0.50% on both premium bands
- Adjust the initial accumulation period from 10 to 11 years on the Income Edge Plus Rider

See [attached rate cards](#) for state approval and rate information.

Please note that changes are being filed in the states of Massachusetts and Oregon. Annuities will be sold with the current product provisions in these states until the changes are approved.

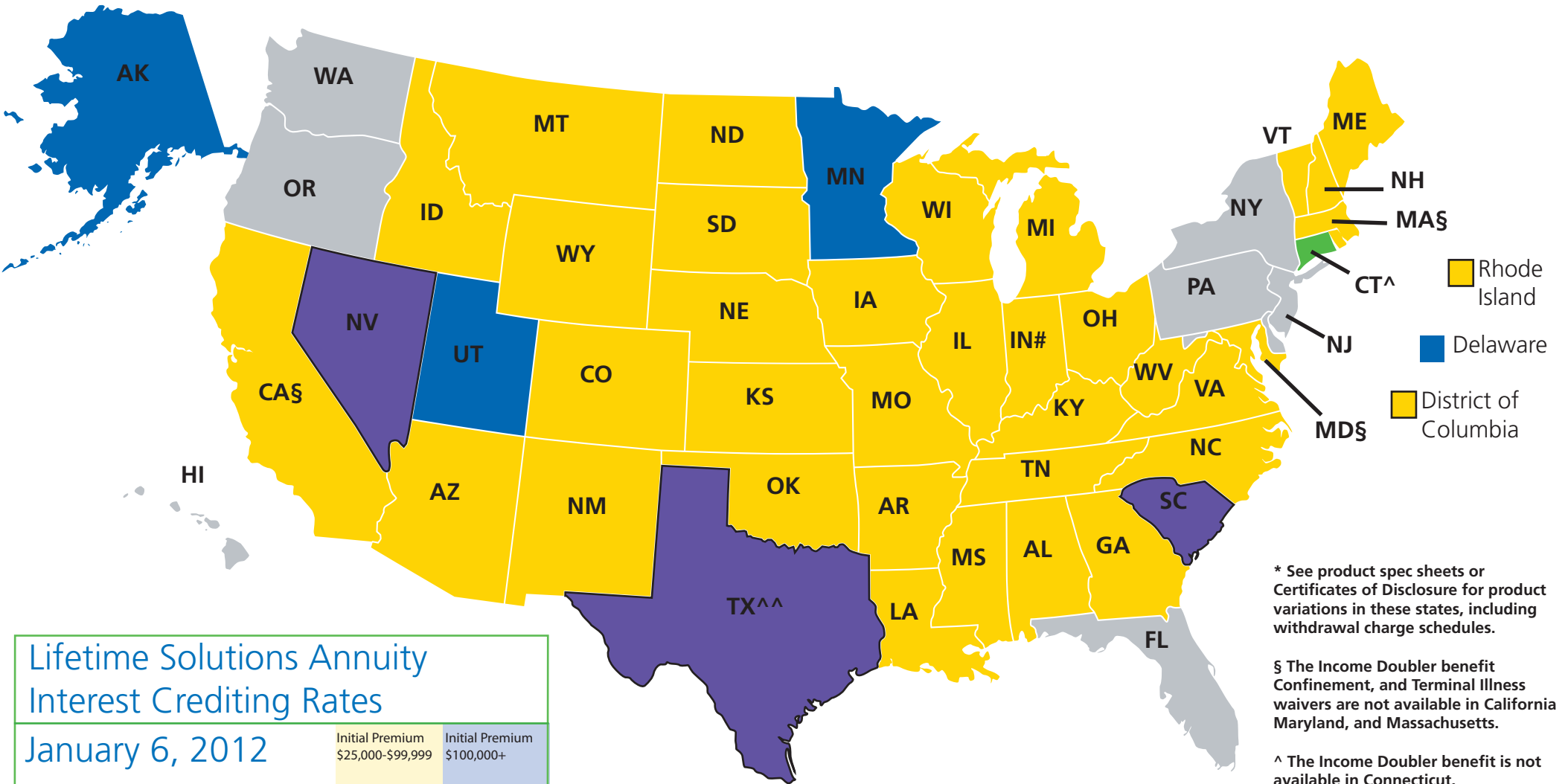
Applications with cash received by Aviva through the close of business on Friday, January 6, 2012, will be issued with the previous product provisions. Rollover applications received by Aviva through January 6, 2012, will be credited with the previous provisions if the rollover funds are received by Aviva on or before February 20, 2012. Please note we are allowing a 45-day window (from January 6) for rollover funds to be received by Aviva to lock in the current product provisions.

We will NOT be accepting faxed applications to hold the current provisions. Only hard copy applications received by Aviva in good order by the end of the day January 6, 2012, will be issued with the current product provisions.

Applications received after these deadlines will require new product Certificates of Disclosure (for Lifetime Solutions Annuity products) or Income Edge Plus Rider Certificates of Disclosure (for Income Preferred products) prior to issue. For replacement business that misses either the January 6 application deadline or the February 20 funds deadline, we will require a new, corrected Product Comparison Worksheet prior to issue.

We truly appreciate your hard work, dedication, and continued partnership. While decisions like these are never easy, they are necessary for us to remain competitive in this current environment and continue to offer prosperity and peace of mind for today, tomorrow, and many years to come.

If you have any questions, please contact Sales Support at (800) 255-2405, ext. 6620.



* See product spec sheets or Certificates of Disclosure for product variations in these states, including withdrawal charge schedules.

§ The Income Doubler benefit, Confinement, and Terminal Illness waivers are not available in California, Maryland, and Massachusetts.

^ The Income Doubler benefit is not available in Connecticut.

^^ Terminal Illness waiver not available in Texas. Confinement waiver available in year 1 in Texas.

Issue ages in Indiana: 0-74

The following states do not have MVA on the new LSA product: AK, CT, DE, IN, MD, MN, MO, OH, UT

Lifetime Solutions Annuity Interest Crediting Rates

January 6, 2012

	Initial Premium \$25,000-\$99,999	Initial Premium \$100,000+
Issue ages	0-78	0-78
First-Year Premium Bonus	6%	7%
Roll-up Rate	6.50%	7.50%
1-Year P-to-P S&P 500 Index (cap)	3.00%	3.00%
1-Year Monthly Cap Index (cap)	1.55%	1.55%
2-Year Monthly Cap Index (cap)	1.90%	1.90%
Fixed Strategy (1-year guarantee)	1.35%	1.35%
Withdrawal Charge Duration	10 years	10 years

Annuity Crediting Rates

January 6, 2012

Income Preferred Series

Product (Issue Age)	Initial Premium \$5,000-\$74,999	Initial Premium \$75,000+
Income Preferred Bonus (0-78) • # 6% Premium Bonus on 1st Year Premium		
1-Year P-to-P S&P 500 Index (cap)	2.00%	3.25%
1-Year Monthly Cap Index (cap)	1.05%	1.60%
1-Year Average Index (cap)	2.00%	3.25%
Fixed Strategy (1-year guarantee)	1.00%	1.55%
Withdrawal Charge Duration	10 years	10 years
Income Preferred Bonus Pro (65-78) Available only in Florida 6% Premium Bonus on 1st Year Premium		
1-Year P-to-P S&P 500 Index (cap)	2.00%	3.25%
1-Year Monthly Cap Index (cap)	1.05%	1.60%
1-Year Average Index (cap)	2.00%	3.25%
Fixed Strategy (1-year guarantee)	1.00%	1.55%
Withdrawal Charge Duration	10 years	10 years
Income Preferred Bonus S* (0-78) 4% Premium Bonus in AK, MN, UT. 3% in CT, WA Approved in CT, UT, AK, MN, WA		
1-Year P-to-P S&P 500 Index (cap)	2.00%	2.00%
1-Year Monthly Cap Index (cap)	1.05%	1.60%
1-Year Average Index (cap)	2.00%	3.25%
Fixed Strategy (1-year guarantee)	1.00%	1.00%
Withdrawal Charge Duration	10 years	10 years
Income Preferred Ultra (0-78) # 3% Interest Rate Bonus on 1st Year Crediting Rate		
Fixed Strategy (1-year guarantee)	1.00%	1.45%
Withdrawal Charge Duration	10 years	10 years
Income Preferred Ten (0-78)		
1-Year P-to-P S&P 500 Index (cap)	2.00%	3.25%
1-Year Monthly Cap Index (cap)	1.05%	1.60%
1-Year Average Index (cap)	2.00%	3.25%
Fixed Strategy (1-year guarantee)	1.00%	1.40%
Withdrawal Charge Duration	10 years	10 years
Income Preferred Six (0-80)		
1-Year P-to-P S&P 500 Index (cap)	2.00%	2.75%
1-Year Monthly Cap Index (cap)	1.05%	1.60%
1-Year Average Index (cap)	2.00%	3.25%
Fixed Strategy (1-year guarantee)	1.00%	1.30%
Withdrawal Charge Duration	6 years	6 years

Spirit Series¹

Product (Issue Age)	Initial Premium \$5,000-\$74,999	Initial Premium \$75,000+
Spirit Bonus (0-78) • # 4% Premium Bonus on 1st & 2nd Year Premium		
1-Year Guaranteed Fixed	1.00%	1.60%
Withdrawal Charge Duration	10 years	10 years
Spirit Plus (0-78) # 2% Premium Bonus on 1st & 2nd Year Premium		
1-Year Guaranteed Fixed	1.00%	1.55%
Withdrawal Charge Duration	10 years	10 years
Spirit Plus S* (0-78) 2% Premium Bonus on 1st & 2nd Year Premium 5% in OR, DE Approved in CT, DE, MN, OR, WA		
1-Year Guaranteed Fixed	1.00%	1.25%
Withdrawal Charge Duration	10 years	10 years
Spirit 7 (0-81)		
1-Year Guaranteed Fixed	1.00%	1.50%
Withdrawal Charge Duration	7 years	7 years
Spirit 5 (0-83)		
1-Year Guaranteed Fixed	1.00%	1.50%
Withdrawal Charge Duration	5 years	5 years
Spirit 3 (0-85)		
1-Year Guaranteed Fixed	1.00%	1.35%
Withdrawal Charge Duration	3 years	3 years

Rider Charges

Rider (issue ages)	Base Product	Annual Charge
Income Edge Plus (40-80)	Income Preferred	0.75%
Income Edge Flex (40-85)	Spirit Series	0.50%
InsurePay (0-85)	Spirit Series	0.40%

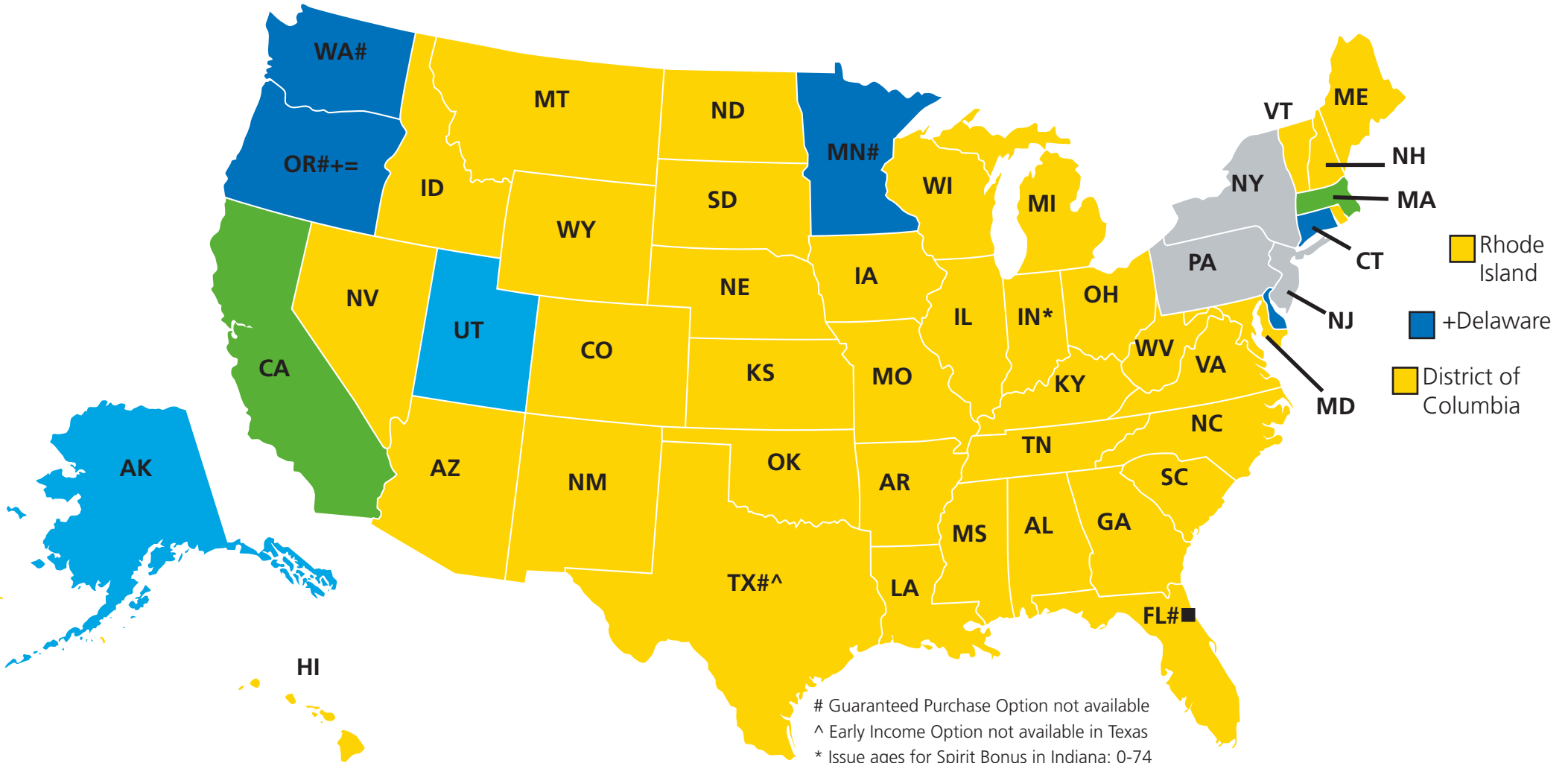
Any rate changes are effective for applications issued after the date indicated on the rate card.

- ¹ All Spirit Series minimum crediting rates are 2% in Oregon.
- * Please check the website for reduced withdrawal charge schedule.
- # Issue ages in Florida for these products: 0-64
- Income Preferred Bonus and Spirit Bonus: Issue ages in Indiana (0-74)

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Not intended for soliciting annuity sales from the public. Product and Strategy availability varies by state. Issued by: Aviva Life and Annuity Company, West Des Moines, IA



This map shows availability for Spirit Series base products only. See separate map for optional rider availability.



Guaranteed Purchase Option not available
 ^ Early Income Option not available in Texas
 * Issue ages for Spirit Bonus in Indiana: 0-74
 ■ Issue ages for Spirit Bonus and Spirit Plus in Florida: 0-64
 + Premium Bonus on Spirit Plus is 5%
 = The Minimum Guaranteed Interest Rate on the Spirit Series is 2% in Oregon.

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Please check Aviva Live for reduced withdrawal charge schedule on Spirit Plus S.

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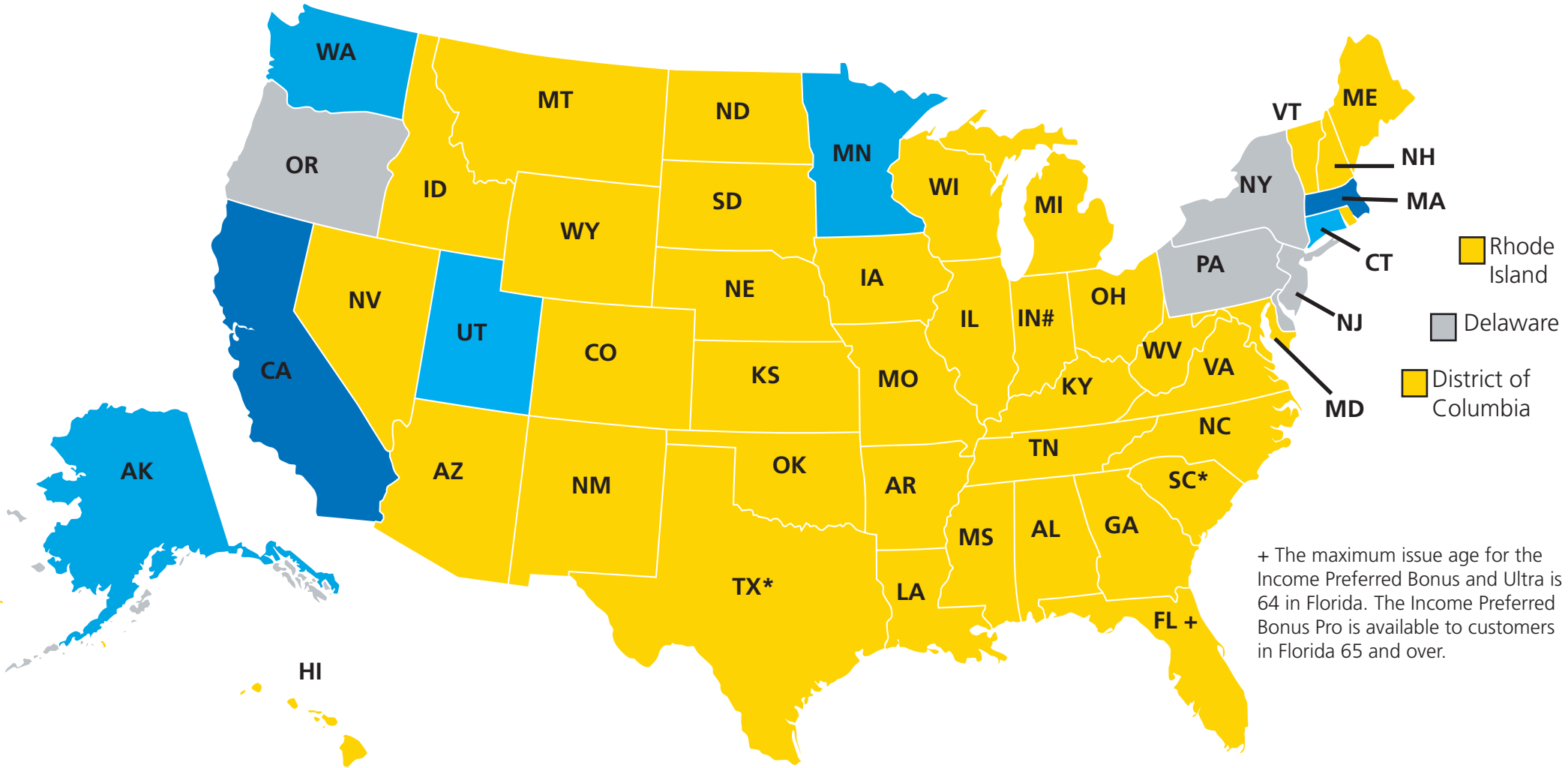
Revised: 01/18/2011

- All base products approved for sale
- All base products approved without Confinement, Terminal Illness and Home Health Waivers
- Spirit 3, 5, 7, and Spirit Plus S approved for sale; Spirit Bonus not approved
- Spirit 3, 5, 7, and Spirit Plus approved for sale; Spirit Bonus not approved
- Spirit Series not approved for sale at this time

INCOME PREFERRED SERIES PRODUCT APPROVALS BY STATE



This map shows availability for Income Preferred Series base products only. See separate map for optional rider availability.



+ The maximum issue age for the Income Preferred Bonus and Ultra is 64 in Florida. The Income Preferred Bonus Pro is available to customers in Florida 65 and over.

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* Income Preferred Bonus and Ultra approved with lower withdrawal charges in Texas and South Carolina

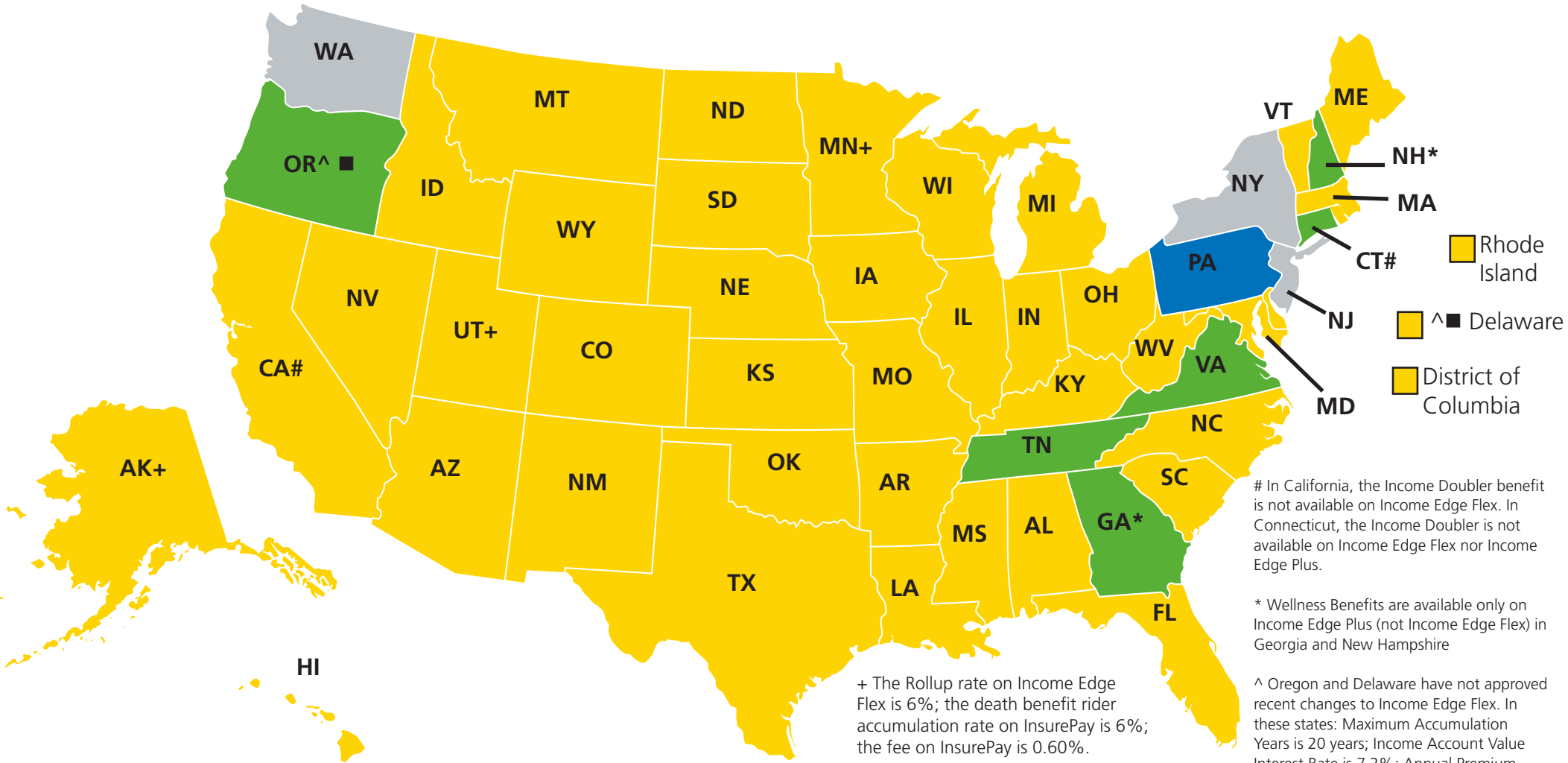
Maximum issue age for Income Preferred Bonus is 74 in Indiana.

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Revised: 7/21/2011

- Income Preferred Series: All products approved for sale
- All base products approved without Confinement, Terminal Illness and Home Health Waivers
- Income Preferred Six, Income Preferred Ten, Income Preferred Bonus S approved
- Income Preferred Series not approved for sale at this time

This map shows availability of the optional riders available on the Income Preferred Series and Spirit Series. See separate maps for base product availability.



In California, the Income Doubler benefit is not available on Income Edge Flex. In Connecticut, the Income Doubler is not available on Income Edge Flex nor Income Edge Plus.

* Wellness Benefits are available only on Income Edge Plus (not Income Edge Flex) in Georgia and New Hampshire

+ The Rollup rate on Income Edge Flex is 6%; the death benefit rider accumulation rate on InsurePay is 6%; the fee on InsurePay is 0.60%.

■ Oregon and Delaware have not approved recent changes to Income Edge Plus. Higher Maximum Annual Lifetime Income Withdrawal percentages still apply

^ Oregon and Delaware have not approved recent changes to Income Edge Flex. In these states: Maximum Accumulation Years is 20 years; Income Account Value Interest Rate is 7.2%; Annual Premium Rate is 0.45%; Higher Maximum Annual Lifetime Income Withdrawal Percentages still apply. On InsurePay, the death benefit rider accumulation rate is 6%; the fee on InsurePay is 0.60%.

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Revised: 04/21/2011

- Income Edge Plus, Income Edge Flex and InsurePay approved for sale.
- Optional riders approved without Wellness Benefits.
- Income Edge Plus only approved for sale. Income Edge Flex and InsurePay not available.
- Optional riders not available at this time.

